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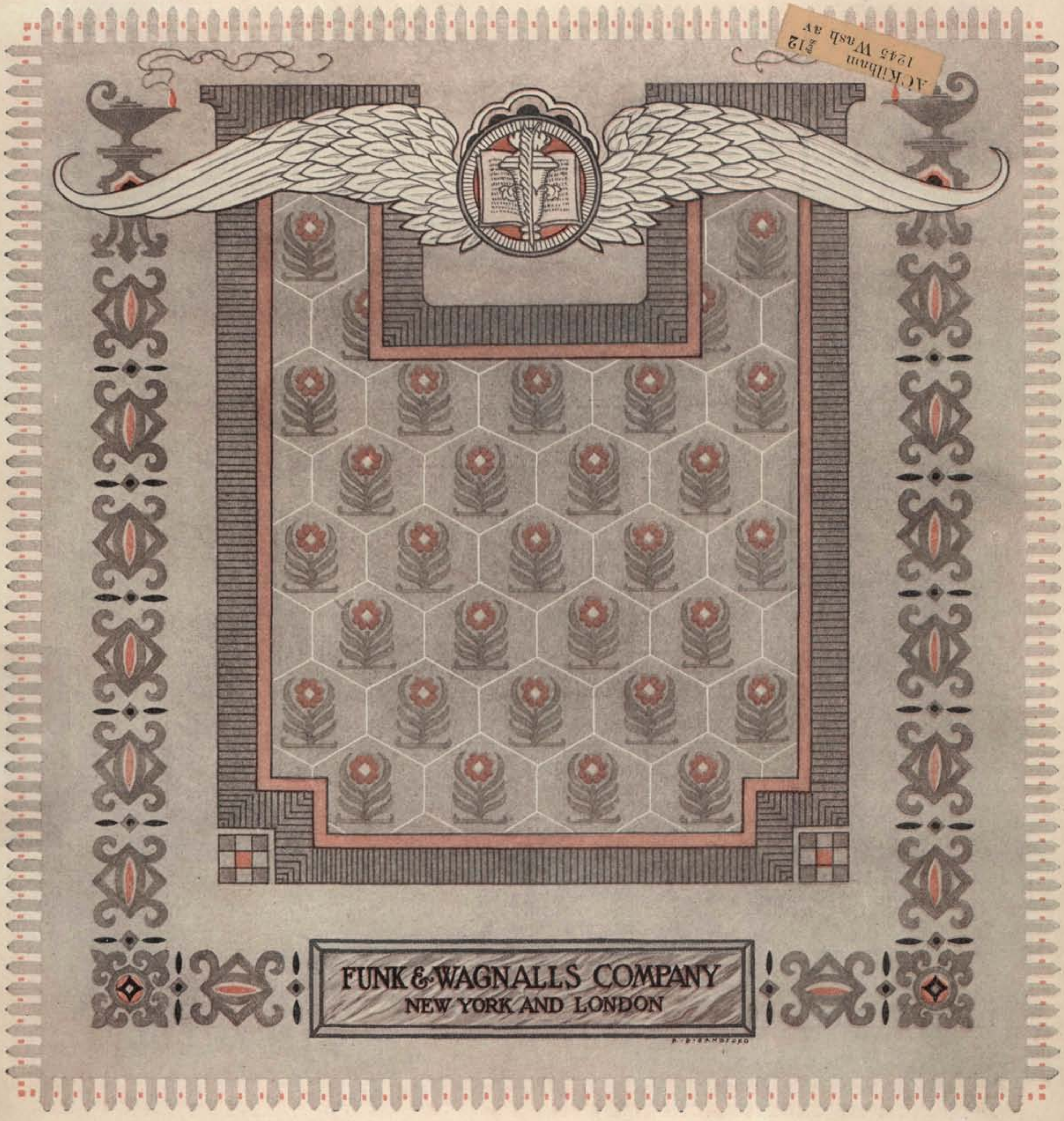

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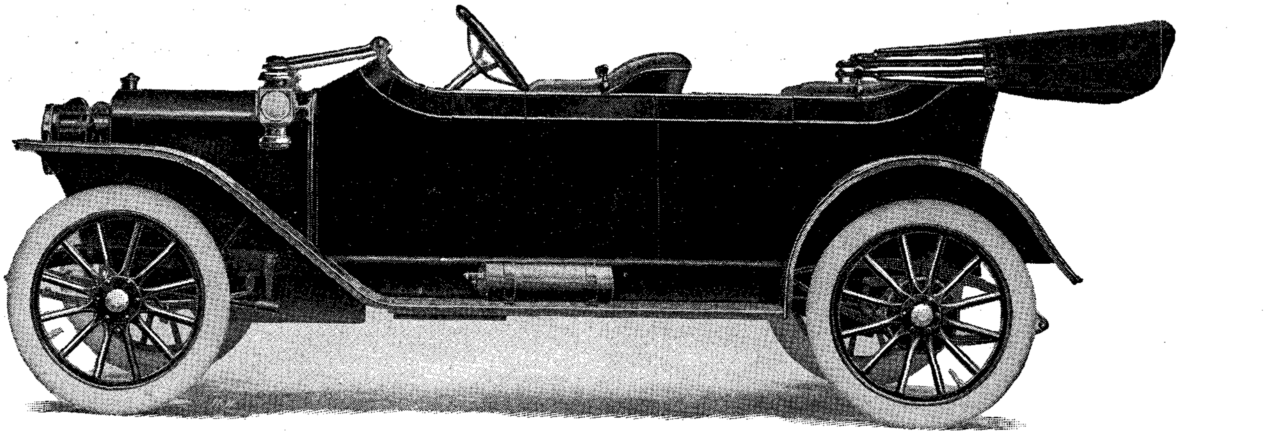
Vol. 44. No. 6. Whole No 1138 FEBRUARY 10, 1912 Price 10 Cents

R-C-H "Twenty-Five"



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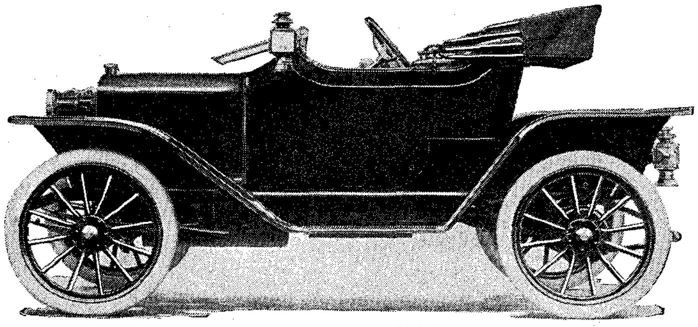

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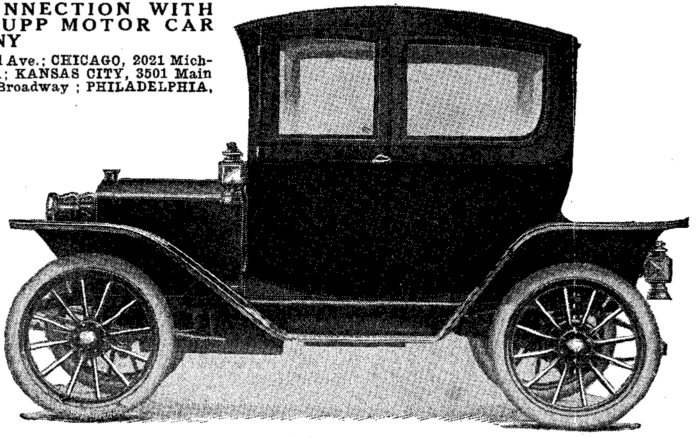

Model S S
"Twenty-Five"

Colonial Coupe

R-C-H
$1150
F. O. B. Detroit

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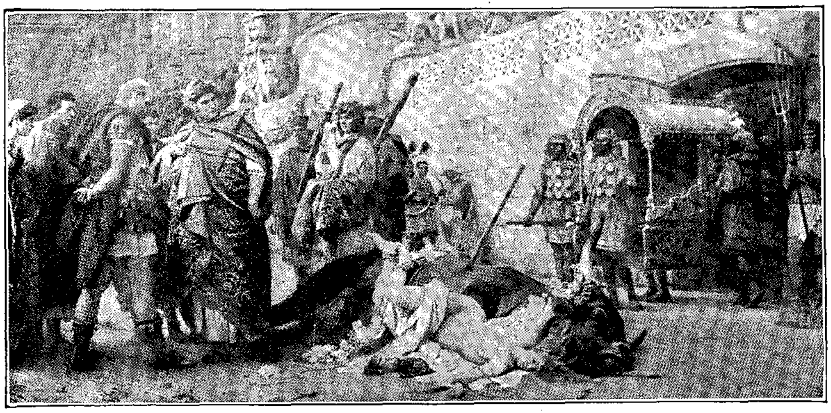

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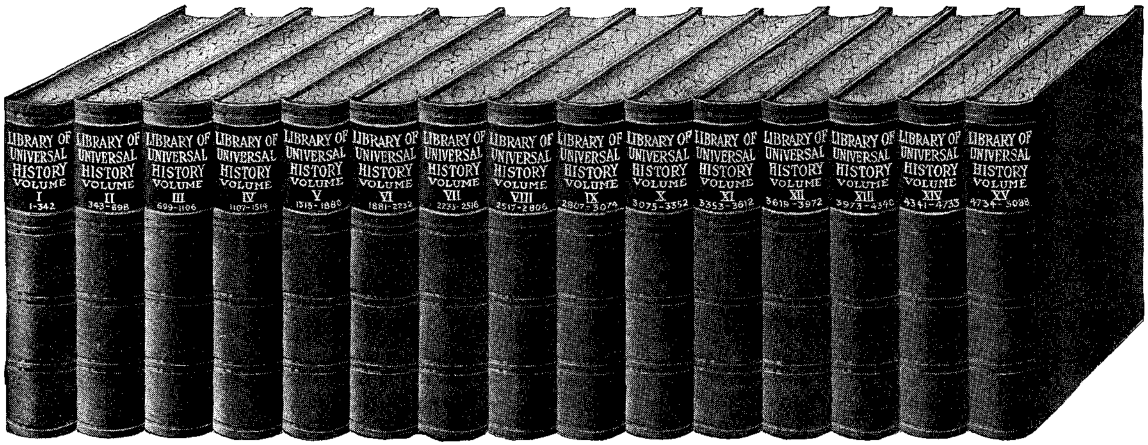
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WINDOW NEEDS WASHING
RAINING OUTSIDE
WILL PUT OFF LETTER
FORGOT TO TELEPHONE
PICTURE CROOKED
WHEN WILL FRANK RETURN?
MUST FINISH THIS LETTER
CANNOT CONCENTRATE
FILL THE INKSTAND

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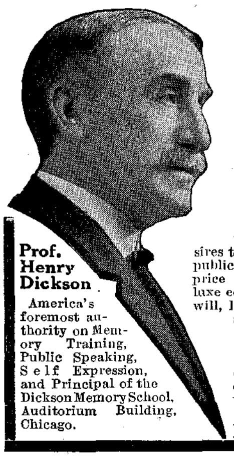

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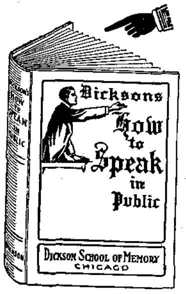

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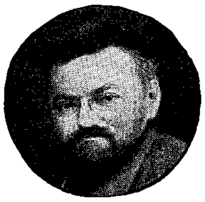

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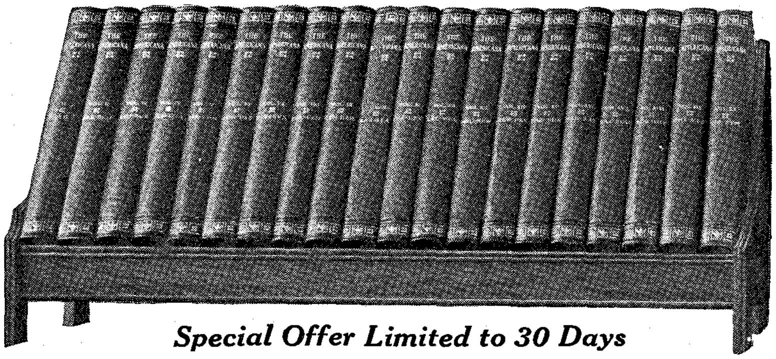

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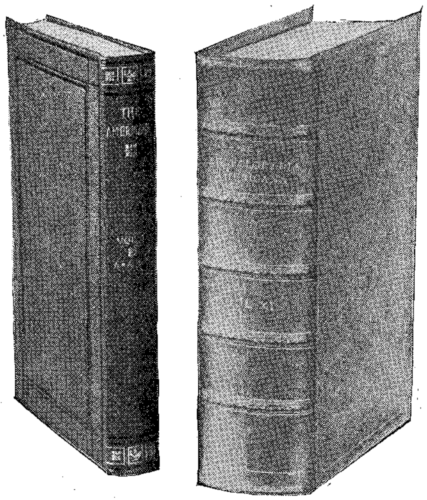

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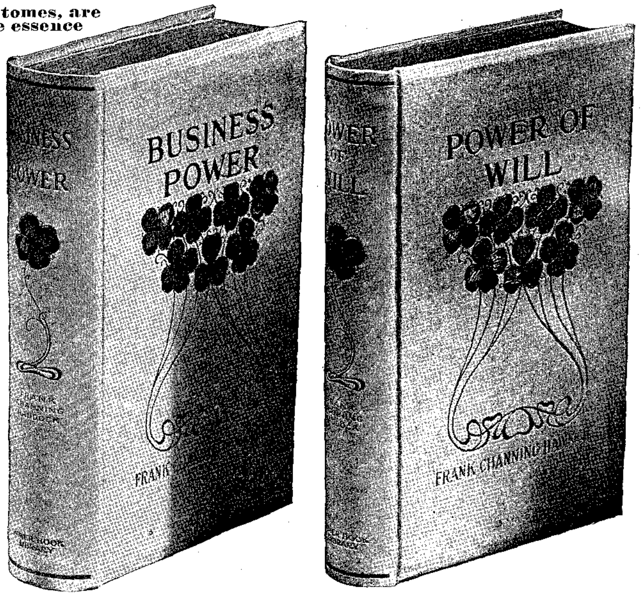

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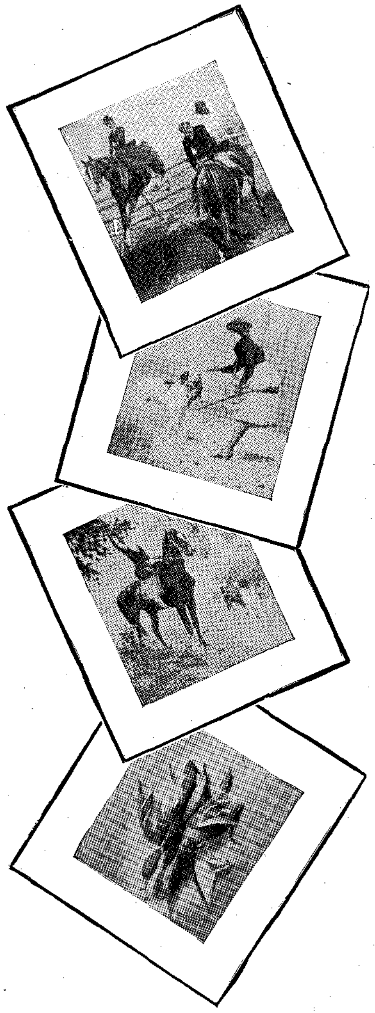

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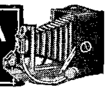

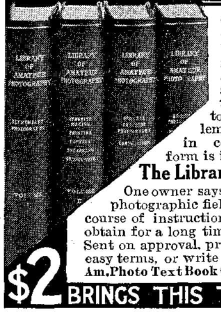

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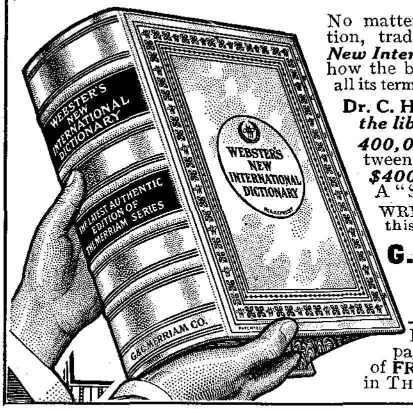
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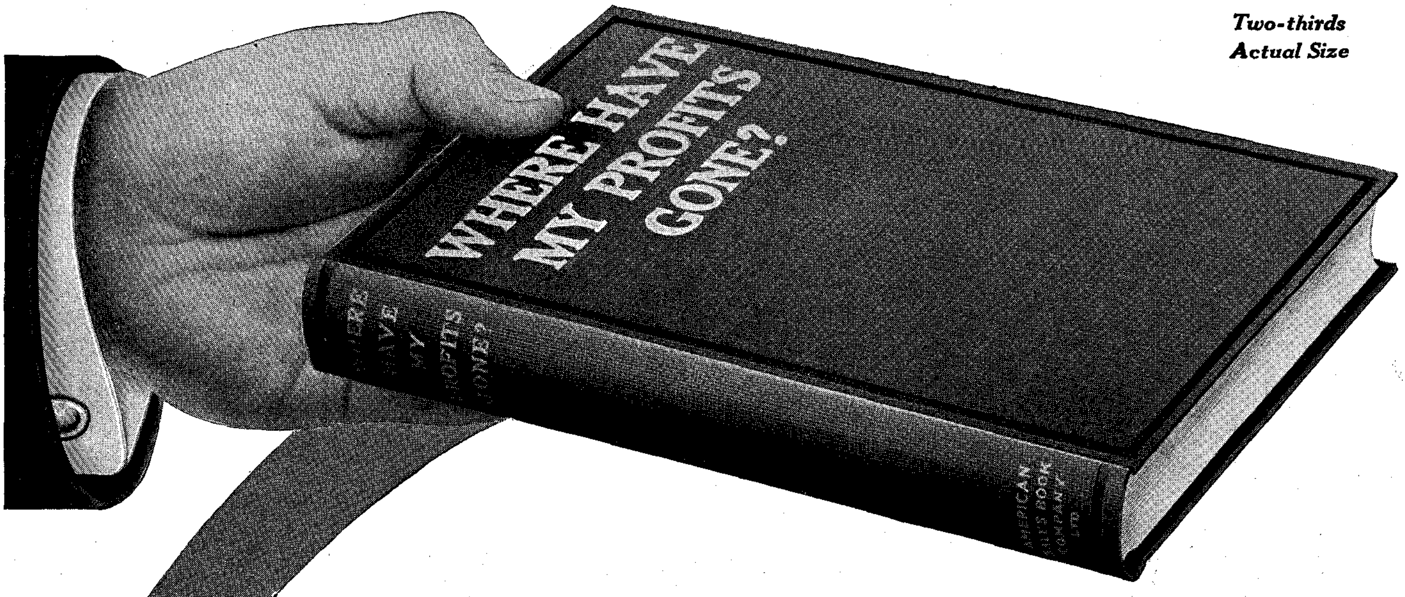
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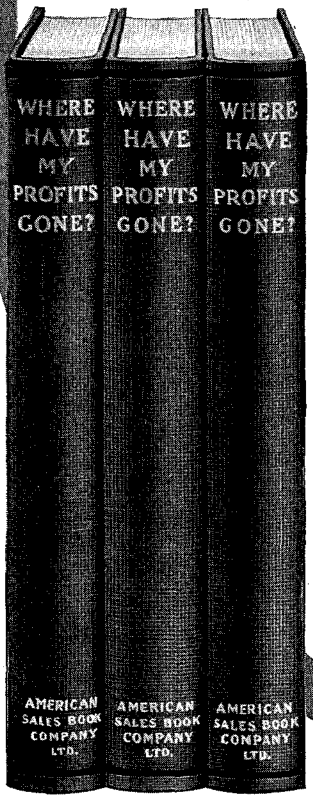
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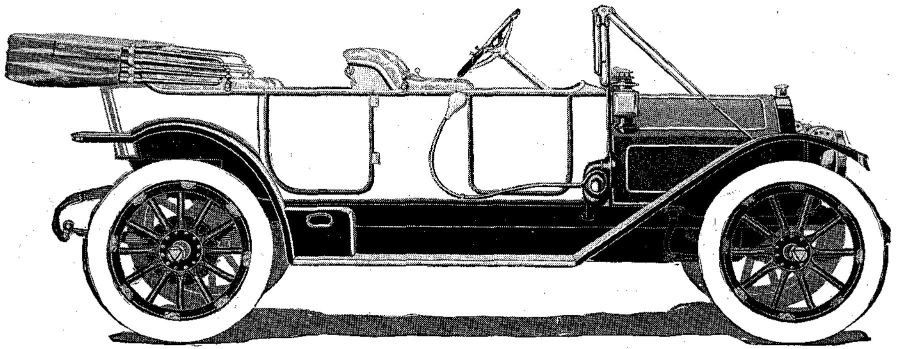

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With it you can glide along with a delight not possible with noisier cars.

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Another thing to look for is simplicity.

In that you can pretty accurately forecast the amount of maintenance cost you will have.

You don't want a car that quickly gets out of adjustment. Adjusting usually costs more than replacing worn out parts.

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A better car could not be built for less than that amount unless it were just as simple, had just as few parts and was built under similar scientific conditions to those which obtain in the HUDSON factory.

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THE LITERARY DIGEST

PUBLIC OPINION (New York) combined with THE LITERARY DIGEST

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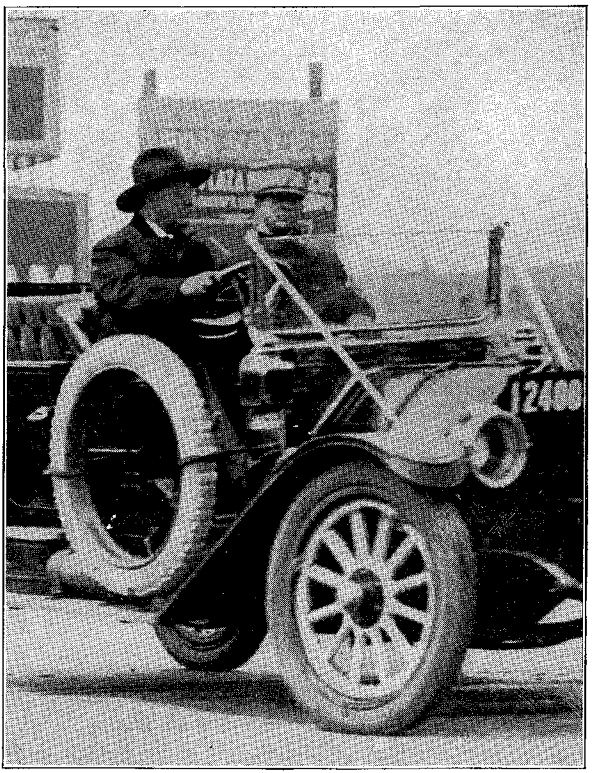
TOPICS OF THE DAY

PREPARING TO DRAFT MR. ROOSEVELT

WHILE HERE AND THERE a subtle observer tries to explain the Roosevelt boom as a Machiavellian move to kill off the other Insurgent candidates and clear the way for the renomination of President Taft, it must be said that this explanation is less widely accepted than the more commonplace one that it is killing off the other Insurgent booms for a decisive grapple with the Taft boom for supremacy at Chicago. The idea that it is friendly to Mr. Taft is entertained by such influential Republican papers as the Boston *Advertiser*, Springfield *Union*, and Columbus *Ohio State Journal*, but not by the bulk of the Republican press. The race has narrowed down to Taft and Roosevelt, say such papers as the Philadelphia *Press* (Rep.) and the Cleveland *Leader* (Rep.), and the La Follette and Cummins booms are relegated to the rear. Mr. Roosevelt may win if the revolution now going on in the Republican party is big enough, believes the Omaha *World-Herald*, an independent Bryan paper, and it thinks the quickest way to discover its dimensions is to place Roosevelt's name on the primary ballot in States providing for a Presidential preference vote, thereby letting the party leaders and the convention know "whether the party wants Roosevelt, and wants him badly enough to draft him."



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WHICH WAY WILL HE TURN?

A certain private citizen is here seen at the steering-wheel, seemingly meditating on his future route. Those trying to tell him what to do will notice that he runs his own machine.

In view of the fact that Mr. Roosevelt "is not a candidate" and "will not be a candidate," this reappearance of what a German paper calls the "Teddy Leitmotiv" in the drama of American politics is full of a delicious mystery which gives every one a right to make his own guesses. In the absence of an official statement from the ex-President himself the editors have to content themselves with the explanations offered by the ex-President's friends. Of these perhaps the most interesting to date is that exposition of Colonel Roosevelt's attitude contained in a letter from Lawrence F. Abbott, president of the *Outlook* company, to former Gov. E. C. Stokes, one of the Roosevelt workers in New Jersey. In this letter the Colonel's colleague of the *Outlook* staff says he is convinced that the Colonel "does not desire the nomination and will enter no contest to obtain it—

> "But I am equally convinced that if his countrymen have still further need of his services as their Chief Executive, he will no more decline their call than he would decline to enlist, if needed, in time of war.
>
> "It is, however, for his party and his country, and not for him, to decide the question. If they decide to nominate him I am sure he will accept; if they elect him I am sure he will serve."

Those Republican governors who are flocking to the Roosevelt banner even before it is unfurled apparently share Mr. Abbott's conviction that the Colonel can not refuse to serve if he is drafted. "Roosevelt," says Governor Osborn of Michigan, "occupies the same position as one of the reserves of a European army; they can not volunteer, but they must come when the country needs them."

"There is no doubt whatever that Col. Theodore Roosevelt will be nominated by the Republican convention in Chicago, and elected the next President of the United States," declares Governor Stubbs of Kansas. "While the Republicans of Missouri hold Mr. Taft in high esteem and are not unmindful of the many good things that have been accomplished during his Administration," explains Governor

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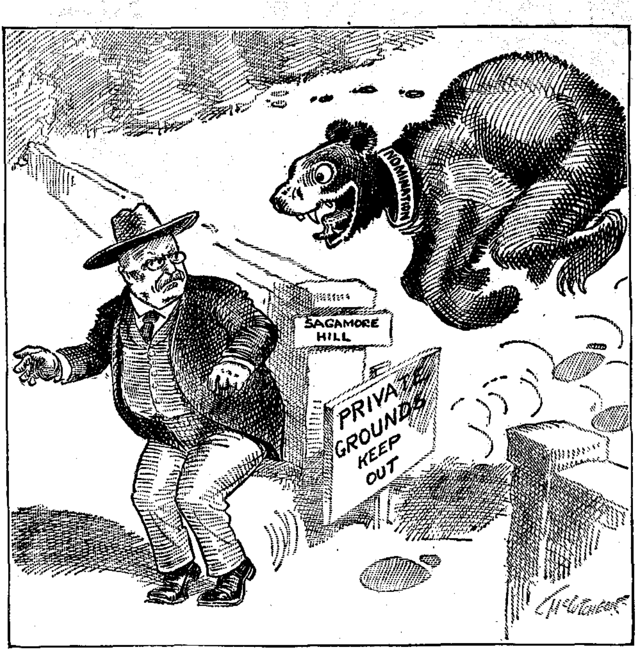
REPUBLICAN GOVERNORS FACING REELECTION WHO WANT

Hadley, "they feel that the candidacy of Colonel Roosevelt will insure success in the State and nation in the coming campaign." "Nebraska wants the Colonel, and there will certainly be a solid Roosevelt Nebraska delegation at the national convention," announces Governor Aldrich in a telegram to Governor Stubbs. Other governors whose names have been published in the Roosevelt columns are Glasscock of West Virginia, Bass of New Hampshire, and Carey of Wyoming. Governor Glasscock, after an interview with the ex-President on January 26, exprest the opinion that he would heed "the people's call," adding: "I am going back to West Virginia to work for an uninstructed delegation to the national convention." In the news columns of the New York *World* (Dem.) of January 30 we read:

> "It is said by politicians that there are now eight governors pledged to Roosevelt, and a prediction was made by a visitor from Pennsylvania at the *Outlook* office that this number would be increased to sixteen from northern States within the next month."



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WILL HE RUN?
—McCutcheon in the Chicago *Tribune*.

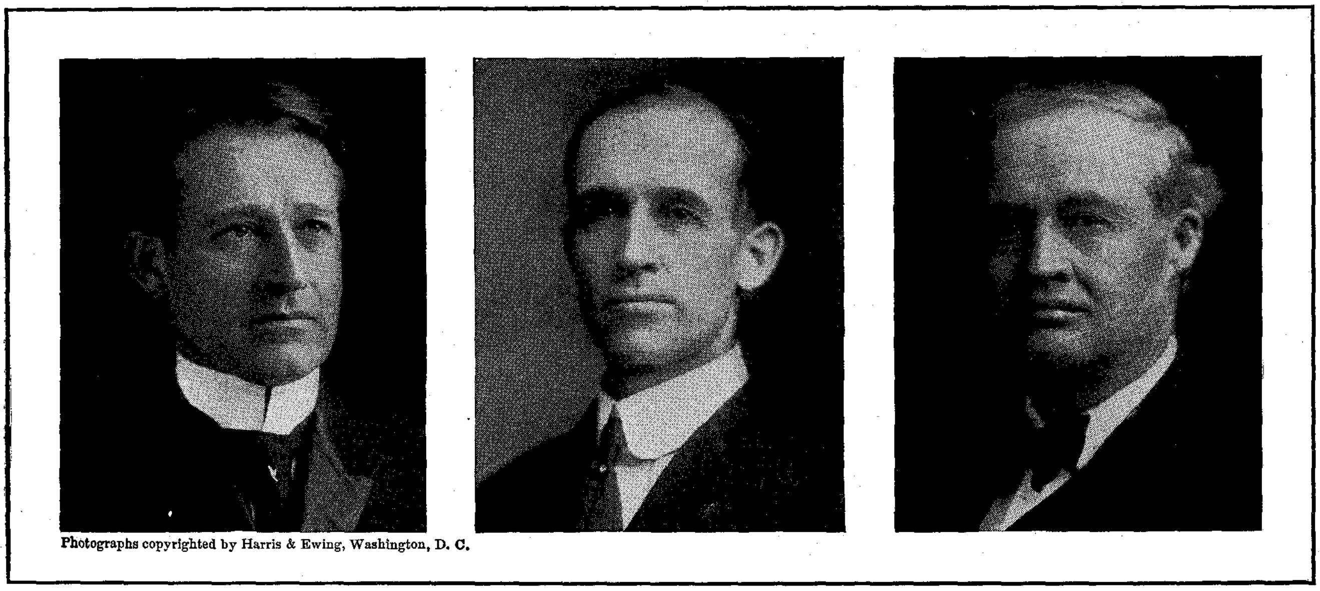
While in New York Governor Stubbs assured a correspondent of the Philadelphia *North American* (Prog. Rep.) that even in the South "the leaders are leaning more and more to the ex-President," while in the West "the politicians are being overawed by the people, who are demanding Roosevelt." In the East, too, according to Governor Stubbs, "sentiment for Roosevelt is developing rapidly," and he predicts that "if Taft fails of nomination on the first ballot, he is gone." It will be Roosevelt "as sure as death or taxes," declares Ormsby McHarg, who helped to corral the Southern delegates for Taft four years ago. You might as well talk of "pushing a street-car down hill," he says, as of "promoting" the Roosevelt boom, which is moving so fast that "the politicians will be kept busy for some time keeping pace with it." In Congress, writes a Washington correspondent of the New York *Sun* (Ind.), "with the exception of the Wisconsin members, the La Follette men all predict the nomination of Roosevelt."

During the last days of January the news columns were plentifully sprinkled with items telling of the launching of Roosevelt organizations in various States. Among these was a dispatch from Tacoma, Washington, dated January 31, stating that the Roosevelt boom is absorbing the La Follette boom in that State, and recording the formation of Roosevelt clubs in Tacoma, Spokane, Seattle, Bellingham, Everett, Aberdeen, and Olympia. On the same day Alexander H. Revell, chairman of the Roosevelt National Committee, and just returned from a visit to the Colonel, was quoted by a Chicago correspondent of the New York *Times* (Ind. Dem.) as saying:

> "I am convinced that the exigencies of the country will ultimately appeal to the patriotism of Colonel Roosevelt with such force that all considerations will be swept aside."

His organization, he explained, did not aim to manufacture Roosevelt sentiment, but to give expression to it. He went on to say, according to the *Times* correspondent:

> "I do not believe that any counter-organizations by politicians or interests, any plot or counter-plot, can prevent the will of the people from expressing itself in the nomination and election of Colonel Roosevelt. The third-term objection will never be heard of. The objection to third terms is based on the idea that some President might, at the end of a second term, finding himself firmly entrenched, use the spoils of his office to secure continuance in the position against the will of the people.
>
> "But the Roosevelt movement has no such aspect. Instead of being backed by political bosses, it is the people who are backing him. Colonel Roosevelt is out of office. He is not seeking nomination. Instead of trying to defeat the will of the people



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HERBERT S. HADLEY, Missouri. WILLIAM E. GLASSCOCK, West Virginia. WALTER R. STUBBS, Kansas.

MR. ROOSEVELT TO STAY THE DEMOCRATIC ADVANCE.

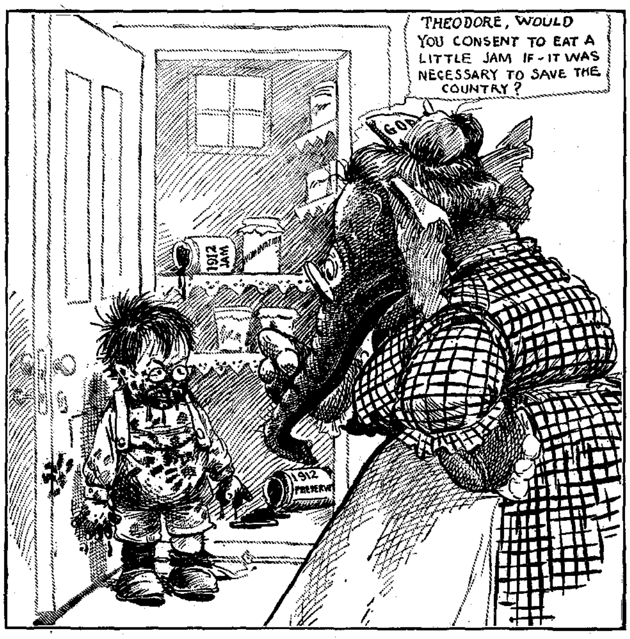
by *forcing himself on them*, he is, I am convinced, regretful that the proposal of his nomination is coming up as an imperative demand from the people—a demand which he may not in patriotism find it possible to disregard. And, call it what you will, it is not begging the question to say that Theodore Roosevelt was elected but once anyway. When he succeeded McKinley, he devoted himself wholly to carrying out McKinley's policies.

"We are going right ahead with our movement, and the people are with us."

A poll of the farmers of Missouri and Kansas, conducted by the Kansas City *Times* (Prog. Rep.), gave Roosevelt five times as many votes as his nearest competitor in either party. "Altogether," thinks the Buffalo *Evening News* (Rep.), "all the signs indicate a heavily financed and carefully commanded effort to carry the next National Republican Convention for Colonel Roosevelt." "Roosevelt looks like a winning candidate," thinks the Grand Rapids *Evening Press* (Ind.). The sentiment of the people is behind him, says the Boston *Journal* (Ind.), which has noted many evidences of "the power and sweep of the Roosevelt current." To William Allen White it is clear that "this country is going Democratic as sure as November comes unless our party changes leaders," and in his Emporia *Gazette* (Prog. Rep.) he says:

"There is Taft balking with the Conservatives; there is La Follette rearing with the Progressives. Some one must take the reins who can put Cayenne pepper where it will do the most good on the balky horse, and put a kindly hand on the wild horse.

"It's Roosevelt or bust."


THEODORE, WOULD YOU CONSENT TO EAT A LITTLE JAM IF-IT WAS NECESSARY TO SAVE THE COUNTRY?
G.O.P.
1912 JAM
1912 PRESERVES

NOTHING TO SAY.
—Darling in the New York *Globe*.

Among the other Republican papers which have kind words for the Roosevelt boom are the Topeka *Capital*, Portland Oregonian, New York *Evening Mail*, Indianapolis *Star*, Oakland *Inquirer*, and Philadelphia *North American*.

On the other hand, we find the Baltimore *American*, an old and influential Republican paper, characterizing Roosevelt as a "Presidential impossibility" because of the tradition against a third term. The sooner this fact is recognized, declares *The American*, "the sooner will the Republican party get its true bearings and the drivel of hysteria that invokes his name as a savior of the party and the country be checked." While the Louisville *Post* (Dem.) thinks that "if there is no stronger argument against the election of Mr. Roosevelt than this, it will be difficult to prevent his election," other papers, recalling his own oft-quoted words on the threshold of his second term, are doubtful. It will be remembered that he then said:

"The wise custom which limits the President to two terms regards the substance and not the form, and under no circumstances will I be a candidate for or accept another nomination."

In Congress a resolution has been submitted by Representative Slayden (Dem.), of Texas, condemning the third-term idea, and Mr. Bryan has reiterated his own opposition to a third term for any candidate of any party. The other side is thus stated by the Los Angeles *Express* (Rep.):

"Opposition to a third term has always been based on its continuity. The apprehension is not altogether groundless that a president who serves two consecutive terms might be able by reason of patronage and other connections to procure an immediate third, and possibly a fourth term without much more than a semblance of popular will."

In spite of the exciting and spectacular nature of the Roosevelt boom, President Taft is not by any means left without champions in the press. Not the people, but the politicians, these declare, are clamoring for a return to Rooseveltism. "The great majority of the party the country over believe that President Taft has earned a renomination, and that the record of his administration must be the real issue in the approaching campaign," says the New York *Tribune* (Rep.), and *The Sun* (Ind.) thinks that he "has behind him the great mass of the Republican voters." Among the Republican papers which still think President Taft is the strongest man the Republicans can nominate we find the Brooklyn *Times*, Buffalo *Express*, Dayton *Journal*, St. Louis *Globe-Democrat*, Pittsburg *Gazette-Times* and *Chronicle-Telegraph*, Boston *Advertiser*, and Harrisburg *Telegraph*. The last-named paper predicts that Pennsylvania and New York will give Taft delegations, and adds: "With these two solid it isn't hard to foresee what will happen at the convention." Comparing his record with that of Mr. Roosevelt, the New York *World* says:

> "In spite of all his blunders, Taft has done more to reform the tariff than Roosevelt ever did. He has done more to enforce the Sherman Anti-Trust Law than Roosevelt ever did. He has done more to curb Wall Street and the corporations than Roosevelt ever did. He has done more to destroy the corrupt partnership between politics and Big Business than Roosevelt ever did. He has done more to purify the civil service than Roosevelt ever did. He has done more to strengthen and elevate the Federal judiciary than Roosevelt ever did. He has done more to encourage a sane, economical administration of government than Roosevelt ever did. He has been a better President and a more truly progressive President than Roosevelt ever was. His record will more than bear comparison, line by line, with Roosevelt's record."

DEMOCRACY AWAITING ITS LEADER

PASSING THE STAGE of academic discussion of the blessedness of gratitude, or the virtue and value of consistency in public life, or of amused notice that "the Democratic Ananias Club is distracting attention from the one founded by Colonel Roosevelt," editorials in the Democratic press on the Wilson-Harvey-Watterson episode are taking the form of serious analysis of its probable effect on the action of the Democratic convention next June, and on the chances of party victory in November. The series of charges and counter-charges, of old letters, old speeches, and old opinions brought into court to confound the most promising of Democratic candidacies, the subsequent explanations, apologies, and miscellaneous personalities, appear to one observer as evidence of a coming party rift, to another as merely a sign of healthy activity. There is "no time for Democratic bickering," is the Atlanta *Constitution's* exhortation to the hosts of the hopeful; and "pot-shooting of Democratic leaders by Democrats is a formidable obstacle between the party and the White House." Yet the New York *World* "enthusiastically welcomes this old-fashioned revival of Democratic activities," and has high hopes of "a Democratic party so full of vigor and action and the joy of living." Taking the Democratic press as a whole, we find little inclination to recognize any differences too serious for settlement on the floor of the convention, and a practically unanimous optimism with regard to this year's Presidential campaign.

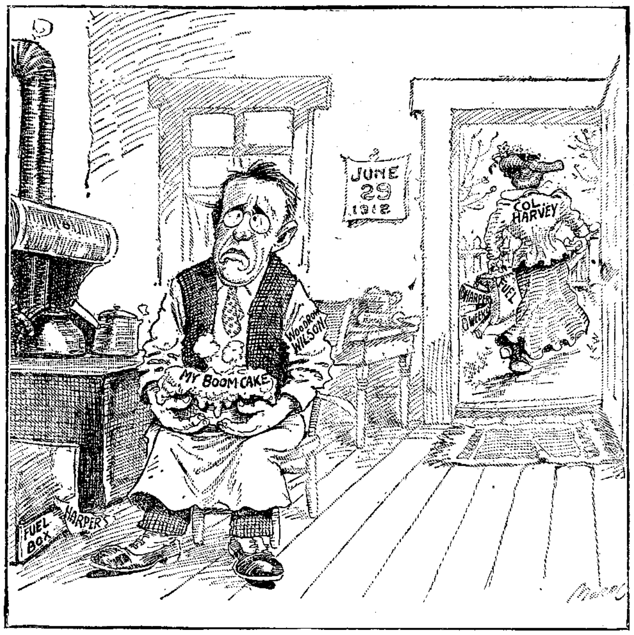
But there is less unanimity on the Wilson boom itself. Many of the more conservative Democratic papers, particularly those which have been looking with favor upon other candidacies, think that the Wilson movement, seriously damaged by the recent disclosures, will before long fall flat. In these sentiments several Republican editors kindly join, and the most extreme expression of them appears on the front page of the San Francisco *Argonaut* (Ind.), where we learn that public opinion has convicted Woodrow Wilson of "nothing less than cold-blooded ingratitude tinged with falsehood"—"he is a dead duck, floating out on a swift ebb-tide; probably his name will not be mentioned when the hosts of Democracy gather at Baltimore next summer." But to a no less formidable host of editors, both in the ranks of his party and among the more radical Republicans and Independents, Governor Wilson has emerged unscathed from the assaults of his detractors, is being loved "for the enemies he has made," and looms large as the probable Democratic standard-bearer. He is "a winner," we are assured, a view-point thus emphasized by *Collier's Weekly:* "One effect of the nomination of Roosevelt by the Republicans would be to compel the Democrats to put their best foot forward—and their best foot is Wilson."

But the newspaper manager who discusses profoundly on his editorial page the consequences of the attacks upon Governor Wilson plays up for the reader of his news columns a piquant story of personalities. The reader, who learned weeks ago why the Wilson flag was so suddenly ripped from its secure fastenings on the *Harper's Weekly* masthead, is later informed that the Governor repented the bluntness of his request to Colonel Harvey, and begged the Colonel to "forgive me, and forget my manners." From a perusal of published letters he finds that in the editor's heart "there is no particle of personal rancor or resentment left." So that, as Mr. Watterson betakes himself to his secluded Florida home, he cries out in amazement upon Wilson and Harvey "weeping upon one another's bosom." Thus the Kentuckian leaves the fray, after a somewhat scathing recital of the political history of Woodrow Wilson, several challenges upon the point of veracity, and an unsubstantiated hint that the Wilson campaign fund has been swollen by "tainted" Wall-Street contributions.

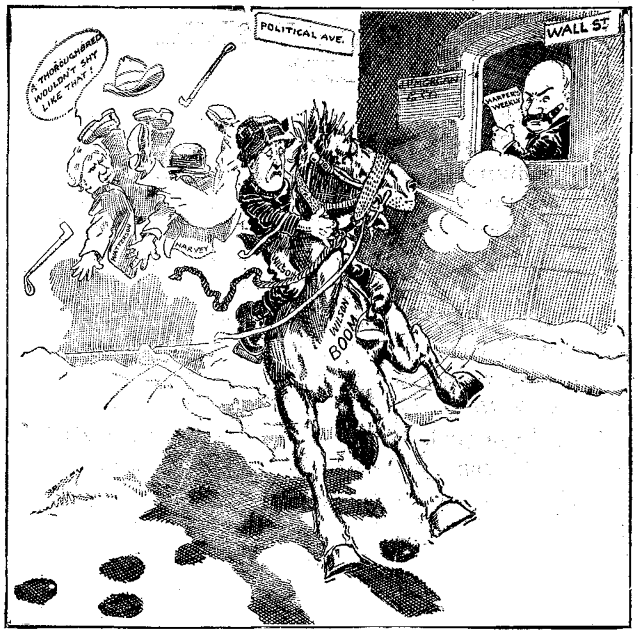
A "tea-pot tempest," say some, but to others it means the death of Governor Wilson's hopes, just as to others still it was the one thing needed to assure his countrymen of his qualifications for high office. Those who have lamented that the comparative calm of pre-convention days should be so rudely disturbed by such unseemly utterances must endure as best they may the news offered by *The Wall Street Journal*, that "as soon as this attack upon Governor Wilson has spent its force at least three others are to follow, not in one broadside but in sequence."

Colonel Watterson's prayer, "May God protect Democracy from such a leader and such leadership," calls forth hearty amens from such Democratic journals as the Charlotte *Observer*, Memphis *Commercial Appeal*, and Omaha *World-Herald*. Such ingratitude, such faithlessness to friendship, declares the Houston *Post*, "hurts not only Governor Wilson, but it hurts the party generally." And the Republican New York *Tribune*, Albany *Journal*, Brooklyn *Standard-Union*, and Rochester *Post-Express* shake their heads in stern disapproval of this man who brought New Jersey back into the Democratic fold, but who now shows himself, in the words of the Salt Lake *Herald-Republican* (Rep.), "to be totally lacking in force of character and in the other fundamentals of stalwart, successful manhood."

Governor Wilson's friends, however, after dismissing charges of "cold-blooded ingratitude," "lack of manners," and the like as "mere rhetoric" or as amply disproved by the later Wilson-Harvey correspondence, praise his independence and courage, his stand for the common people, his refusal to compromise himself with the Mammon of Unrighteousness. If it was "ingratitude," then, asserts the New York *World* (Dem.), by no means a consistent supporter of Wilson, "what we need in public life is a great deal more of discriminating ingratitude." The attacks upon the Governor will make him stronger than ever with the people, think such papers as the Nashville *Tennesseean* (Dem.), the Baltimore *Sun* (Ind.), the Louisiana *Post* (Ind.), the Charleston *News and Courier* (Dem.), the Milwaukee *Journal* (Ind. Rep.), and the Newark *News* (Ind.). "Whatever Colonel Watterson may think of Governor Wilson as a proper candidate for President of the United States, the revelations he has seen fit to make will convince almost every one else that Governor Wilson is the right man"; for, according to the Brooklyn *Citizen* (Dem.), "there are not many men in public



HE FIRED THE COOK.
—Morris in the Spokane *Spokesman-Record*.



ONLY A FACE AT THE WINDOW.
—Bradley in the Chicago *News*.

A REFRACTORY BOOM.

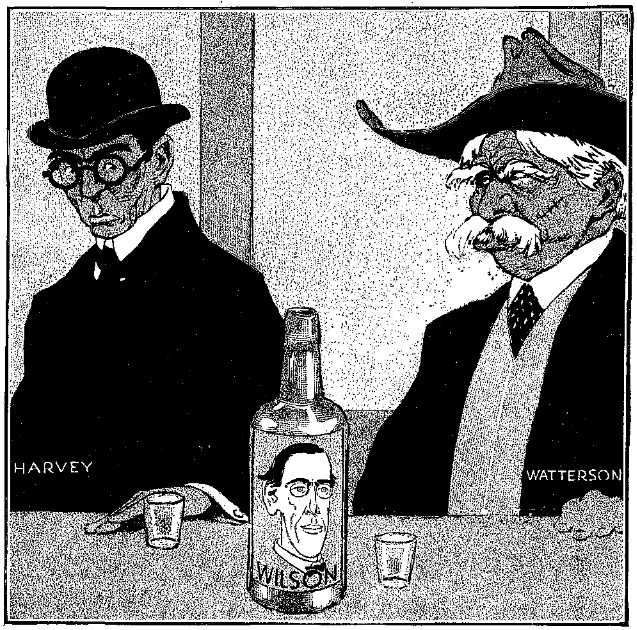
life in this country ready to reject the financial support of the Ryans, the newspaper support of the Morgans, and the political support of the Smiths, for the sake of principle." And the Philadelphia *North American* (Prog. Rep.) sees him singled out "as the one man of his party most feared by the powerful forces controlling most of publicity as well as most of all other agencies dependent upon capital and credit, that are opposed to human rights, progress, and popular government in this country." Finally, the Spartanburg (S. C.) *Herald* (Dem.) is but one of a number of dailies to say in one way or another:

> "It has ceased to be a Wilson boom, and has become a Wilson loom. He is looming, looming larger every day. He is growing with the people, and they see in him a man who possesses courage, ability, and honesty in a remarkable degree. . . . . . .
>
> "If Wilson continues to grow in strength and favor with the people, his nomination at Baltimore will be a foregone conclusion weeks before the convention meets."

The good-will of *The Commoner*, which did not seem to be greatly affected by the publication of the "cocked-hat" letter, is now apparently insured to Wilson, tho Mr. Bryan carefully keeps from announcing "his candidate." This approval, looked upon as an asset or a liability in direct proportion to the observer's friendly or hostile opinion of the Nebraskan, takes this form in *The Commoner:*

> "As soon as it became apparent that he was a Progressive Democrat the predatory interests were shocked, and this anger has grown hotter and hotter every day. The masses, on the other hand, were attracted, and his political strength to-day is in exact proportion to the confidence that they have in the completeness of the change he has undergone. His former friends are now his bitter enemies, and they are proving the sincerity of his present position by the violence of their attacks upon him. They are now publishing his former utterances in the hope of alienating his new-found friends, but they forget that former utterances only prove the EXTENT of the change, while the venom of his adversaries removes all doubt as to the REALITY of the change.
>
> "A realinement of political friends is necessary whenever a fundamental change takes place on important questions. . . . It must pain Governor Wilson to break with old friends, but the breaks must necessarily come unless he turns back or they go forward. 'A man is known by the company he keeps'—and he can not keep company with those going in opposite directions. Governor Wilson must prepare himself for other desertions—they will distress him, but there is abundant consolation in the consciousness of duty done. It should matter little to him whether he reaches the White House or not—that depends on circumstances which he can but partially control—the joy that comes from the faithful rendition of service surpasses any satisfaction that one can derive from the gratification of political ambition—a joy that makes one strong enough to endure even the severest of strains, namely, the breaking of the bonds of friendship."

While such men as Chairman Mack, of the Democratic National Committee, express no preferences and venture no prophecies, the Wilson campaign managers already claim half of the delegates necessary to a choice in the convention. Yet the work of securing delegates and influencing opinion goes busily on in the rival camps. Governor Harmon and Chairman Underwood are zealously and ably championed by many editors, especially in the East and South. And at the present writing the Hearst papers can say nothing too good of Speaker Champ Clark.



"THAT'S ALL."
—Cooper in *Collier's Weekly*.

A NEW THRUST AT SECRETARY WILSON

LESS INTEREST seems to be taken in the exoneration of Dr. Wiley in the report of the House Committee on Expenditures in the Department of Agriculture than in the passage in the report that finds serious fault with Secretary Wilson's administration of the Pure Food Law. Several of the papers are fully convinced by the findings of the Moss committee that the work done under this law can not be carried on successfully while Mr. Wilson is at the head of the Department. "Wilson should go," bluntly asserts the Boston *Journal* (Ind.). Similar views find editorial expression in the columns of the Newark *News* (Ind.), Cleveland *Plain Dealer* (Dem.), New York *Times* (Ind. Dem.), and Indianapolis *News* (Ind.). Without mentioning Secretary Wilson or any of his associates by name, the Kansas City *Times* (Ind.) calls for "a lot of reorganizing" in the Department, contending that so long as the officers who tried to block Dr. Wiley's efforts last summer, and who "were scheming to get rid of him," are retained in office "the country will have little confidence in the efficiency of the Department in enforcing the law." While the committee's report on the Wiley case is "extremely moderate in language," nevertheless, in the opinion of the New York *Journal of Commerce*, "it states certain facts and conclusions in a way that is unmistakable." As this paper sums up the situation:

> "Probably the thing which stands out most conspicuously is that Secretary James Wilson is practically charged with greatly exceeding his authority and with failing to administer the Pure Food Law in a proper manner. . . . In a statement made quite early in the report, but which summarizes many of the criticisms upon Secretary Wilson, the committee says that the Secretary 'has apparently assumed that his duties in the proper enforcement of the Pure Food Law are judicial in character, whereas in fact they are wholly administrative and ministerial.' In consequence, he has developed a complex organization in the Department, which has been given power to overrule or annul the findings of the Bureau of Chemistry.
>
> "Moderate and guarded as the language of the report is, meticulous in its effort to avoid the danger of a split in the committee, obscure as it is in parts owing to the assumption that no detailed explanation of many features of the complex situation in the Department is needed, this document is nevertheless, when carefully analyzed, an exceedingly harsh indictment of the whole course of the Department of Agriculture in connection with the Foods and Drugs Act—and this quite as much because of what it too unwillingly recognizes as because of what it frankly states. President Taft has already indicated in his letter of last autumn to Secretary Wilson his belief that the Department needed drastic reorganization.
>
> "Nothing of the kind has yet been carried out, and the committee's report now comes to emphasize the opinion which had formed itself in the mind of the Executive after a reading of the long record established in the committee hearings. Mr. Taft's judicial training and power of analysis of evidence entitled his opinion as to the need of reorganization to the greatest weight, while the fact that both Republicans and Democrats have concurred in these very severe strictures is as unusual as it is influential in confirming the belief that reform is needed.
>
> "The best advices concerning the inner workings of the Department to-day are to the effect that conditions there have not been improved since this inquiry was begun, but are if anything worse than they were at that time. Inevitably the conclusion must therefore be drawn that an immediate and thoroughgoing reorganization, particularly as regards the Food and Drugs Act, is needed, and that this should be accompanied by such changes in personnel as are necessary to put into effect a new system of administration harmonious with the requirements of existing law. Let the present system of illegal assumption of authority, delay in action, and hole-and-corner conspiracy be ended."

The general editorial comment on the Moss Committee's report may well be summed up in the declaration of an important trade journal, *The American Grocer* (New York), that it "hits the nail square on the head." Such criticism of the report as we find in the daily press takes the form of complaints that it did not go far enough. It is too "mild and lukewarm" for the Cleveland *Leader*, for instance. This Progressive Republican journal is not satisfied with the committee's rather guarded criticism of the Remsen Board and Solicitor McCabe—

> "What the public expected of the committee was that it would take steps for the removal of the obstacles which Dr. Wiley has had to contend with. Those obstacles were the Remsen Board and Solicitor McCabe. Furthermore, the public will not be satisfied unless some retribution is visited upon the public officials who entered into a disgraceful conspiracy to prevent Dr. Wiley from spoiling the profitable game of the big adulterators of foods and drugs. No recommendation along this line is made by the committee."

The more noteworthy paragraphs from the report follow:

> "The administration of the Pure Food Law began with a policy of negotiation and compromise between the Secretary and the purveyors of our national food-supplies. . . . . . .
>
> "Your committee does not question the motives or the sincerity of the Secretary of Agriculture, whose long service as the head of the Department of Agriculture has been a signal service to the American people. From the beginning, however, the honorable Secretary has apparently assumed that his duties in the proper enforcement of the Pure Food Law are judicial in character, whereas, in fact, they are wholly administrative and ministerial.
>
> "This misconstruction of the law is fundamental and has resulted in a complex organization within the Department of Agriculture and in the creation of offices and boards to which have been given, through Executive order, power to overrule or to annul the findings of the Bureau of Chemistry. . . . . . .
>
> "The hearings disclosed a condition of discord existing in the Bureau of Chemistry which has lowered the discipline, impaired the efficiency of the service, and has added to the cost of administration. It will require positive and well-considered reorganization to restore the efficient service to which the public is justly entitled."

THE STEEL TRUST'S ANSWER

THO MOST of the arguments contained in the Steel Trust's reply to the petition for its dissolution filed by the Government last October were anticipated by editorial watchers, and, in fact, read "like a twice-told tale," one statement is provocative of momentary wonder. The Steel Corporation, of course, endeavors to show that it is not a "monopoly in restraint of trade," and that its ten years of existence have made for the prosperity of its employees, its competitors, and the trade. But its lawyers further contend that the details of the Corporation's organization in 1901 and of its methods and policies ever since have been exposed unreservedly to the public gaze, that the Government for ten years "acquiesced in" the organization, and that consequently "it is now too late for the Government to insist in a court of equity that such organization was in itself" illegal. This is a "strong point," opines the New York *Journal of Commerce*. Hardly so, thinks *The Wall Street Journal;* it is true enough, but "beside the point." The issue before the court, adds this financial daily, "'is monopoly—a combination in restraint of trade.' Absence of criticism during any period of years has nothing to do with the case." The New York *Evening Post* dismisses the subject with a satiric thrust at ex-President Roosevelt, and the New York *American* remarks:

> "Would the Trust not have been better advised to fight the case on its merits? Quite a few people believe that the Trust's operations, by and large, have not been injurious to the United States, but few will exonerate culpability merely because the authorities did not act earlier."

At the same time with the filing of the Steel Corporation's reply, those of the several individual defendants were presented.

MASTERS OF THE SITUATION IN LAWRENCE.

At the left is shown Colonel Sweetser, commanding the militia stationed in Lawrence. At the right is Joseph J. Ettor, who led the strike until his arrest last week. The cry of the strikers now is, "All out of the mills till Ettor comes out of jail," but the news dispatches tell of increasing numbers returning to work. The center picture shows a troop of cavalrymen preventing a demonstration at the funeral of a woman killed in a strike riot.

Among these, it will be remembered, are J. P. Morgan, John D. Rockefeller, and Andrew Carnegie. Mr. Morgan subscribes to the company's answer, Mr. Rockefeller disavows any responsibility for the conduct of the steel business, and Mr. Carnegie tells once more that his sole motive "in agreeing to the sale of the properties of the Carnegie Company to the United States Steel Corporation was his desire to retire from the hazards and responsibilities of active business, and that since said sale was concluded he has had no connection with the business of the purchasing corporation or any one else."

In its answer, as given in the daily press, the Steel Corporation denies any violation or attempt at violation of the Antitrust Act. The reasons for the formation of the United States Steel Corporation are again stated, and its chief purpose said to be "to secure greater industrial efficiency." The charge of "misleading" President Roosevelt in connection with the Tennessee Coal and Iron Company is denied, and the harmlessness of the "Gary dinners" is pointed out. As a principal argument against the threatened dissolution, the answer submits "that after acquiescing in the organization of the Steel Corporation for so long a time, and after rights of so sacred a character have grown up thereunder, it is now too late for the Government to insist in a court of equity that such organization was in itself and without regard to its after practises an illegal thing."

Some of these "rights of so sacred a character" are then described:

> "That not only has the Steel Corporation gone on for ten years without objection from the Government and in the belief that its organization and practises were in conformity to law, but that in the mean time its stock has been sold several times over and the same is now held by a multitude of small investors in this and foreign countries who purchased the same in entire good faith, not doubting the legality either of its issue or of the corporation which issued it; that of these holders, 35,230 are registered as common stock holders, and 67,113 as preferred; that of the holders of the common stock 31,063, or 88 per cent., and of the preferred 62,199, or 92 per cent., hold not more than 100 shares each. That much of the remainder of the stock has been issued and registered in the names of persons or firms who hold the same in trust for others and have issued certificates in evidence thereof; that the number of such certificate-holders is probably fifty thousand, making the actual number of the beneficiary owners of the stock about one hundred and fifty thousand; that among the registered holders of the corporation's stock are over twenty-two thousand of its employees, and that eight thousand of such employees in addition are subscribers therefor."

Furthermore:

> "That said purposes substantially as herein stated were made public at the time they were formed, in many speeches, circulars, newspaper articles, and official reports, as was every detail of the organization of the Steel Corporation; that the attention of the officers of the United States Government was particularly directed to said organization at the time it was effected, and they have since examined into it again and again, sometimes with great fulness and at great length, but that never until within a few months, so far as these defendants are aware and as they believe, has any department or responsible officer of the Government criticized the said organization as being in either its purpose or effect a combination in restraint of trade or commerce or a monopoly or an attempt at monopoly; that in the mean time in good faith and with great publicity the Steel Corporation has pursued the objects and only the objects for which it was organized as then and hereinbefore declared; that full and accurate reports of all its operations have been made each and every year since it was organized and said reports have been furnished to the Government and published to the world; that it has cheapened the production of steel to the consumer, has extended the home market for steel products, and has increased its foreign trade in said products by natural development from $8,000,000, in 1901, to $60,000,000, in 1911; that the foreign trade thus created by the Steel Corporation constitutes upward of 90 per cent. of the total export trade of the United States in said products; that it has not suppress competition, restrained trade, or effected a monopoly in any of the products of steel or attempted so to do; that the number of competitors of the Steel Corporation in the United States has largely increased since 1901, and that the output of said competitors has increased from approximately 40 per cent. in 1901 to upward of 50 per cent. in 1911."

The strength of the reply, in *The Wall Street Journal's* opinion, lies in its direct denial that there has been combination in restraint of trade. The New York *Journal of Commerce*, after noting that all these "claims and disclaimers," "affirmations and denials," have been heard before, remarks that "another point might have been made," but it may have been deemed "inexpedient to raise it." To quote further:

> "The chief offense of the 'Steel Trust,' if it is to be treated as a trust, is that it has maintained prices for its products which have yielded a large profit upon a great volume of watered stock, and enabled it to make costly extensions and betterments out of

earnings, that is, at the expense of the consumers of the products. For that the Government is responsible, for its policy of protection has restrained and pretty nearly suppress all foreign competition, and that is what enabled the promoters and organizers of this corporation to effect the combination with such an enormous capitalization."

JUDGING A JUDGE BY HIS FRIENDS

ANOTHER BRYAN IDEA, many editors note with interest, won at least a temporary victory when the House, by a vote of 148 to 82, passed the Cullop amendment to the Evans Judiciary Bill. This amendment provides that "before the President shall appoint any district, circuit, or supreme judge he shall make public all indorsements made in behalf of any candidate." Mr. Bryan, we are reminded by the Springfield *Republican* (Ind.), began his agitation for this reform in connection with the elevation of Justice Hughes to the Supreme Court, and it was given fresh emphasis by the outcry recently raised over the proposed appointment of Judge Hook. In spite of the fact that Republican "Insurgents" voted with the Democrats to pass this bill, the press seem to regard it dubiously from many points of view. It will never pass the Senate, say some, or, if it does, they predict it will receive the President's veto. It is unconstitutional as well as absurd, say others, who seem prepared to laugh it out of court. On the other hand, the Sioux City *Tribune* (Ind.) believes that the passage of this bill through the lower house "will be considered by many thinking men as the most important thing that has yet come from this session of Congress." This Iowa paper goes on to say:

"The more the States work out and put into action such practical reforms as the two-cent passenger-rate law, the initiative and referendum and recall, and the more these measures are held up and baffled at every turn by the Federal courts, the more the people grow into the belief that the appointments of Federal judges are procured by influences that oppose these reforms; that even the selection of Supreme Judges are influenced by these same interests, and the people are wanting to ask the President, 'Why don't you give out the names of the men who solicit these judicial appointments?'

"Mr. Bryan asked the President this question, and he refused to answer it. By his silence the President said to Mr. Bryan and to the people, 'It is none of your business who the backers are of the men appointed to the Federal bench.'

"This bill, passed in the lower house, if it becomes a law, will say to the President, 'The Federal court is the public's court, and as to how men get places in that court is everybody's business.' "

Not the House, but the Senate, should move in this matter, says the Columbus *Dispatch* (Ind.), since, "as a matter of constitutional fact, the House has nothing whatever to do with appointments." After commenting on the House's "indiscretion" *The Dispatch* continues:

"Nevertheless it would seem not amiss to have always a frank interchange between the Executive and the Senate. There ought to be nothing in the Executive's motives which he would care to hide, and equally there should be nothing in the Senate's actions of which that body need be ashamed. Each is charged with a public duty, and they ought to work together for the public good. The House's action can be considered as nothing more than an expression of that sentiment, unless, indeed, it was meant as a vote of lack of confidence in the Executive."

The Progressive Republican Philadelphia *North American* remarks that the Cullop amendment suggests "a nice way to get up a corporation directory," and in the Charleston *News and Courier* (Dem.) we read:

"It is perfectly reasonable to suppose that, if the Cullop provision is passed by Congress, the President will veto it, and if it is passed over his veto that he will ignore it. There is no reason why he should not, for it is essentially an impeachment of his honesty of purpose, or of his capacity. The proper thing, it seems, if the people are dissatisfied with the mode of appointment of the Supreme Court, is to amend the Constitution and make the Justiceship elective. Other devices are merely beating about the bush. They stir up animosity and feeling, but can not accomplish anything of real value."

"Fantastic!" exclaims the New York *Tribune* (Rep.), in contemplation of this latest demonstration of "its wild-goose-chasing proclivities" by the Democratic majority in the House of Representatives.

Returning again to the non-partizan comment of the Springfield *Republican*, we read:

"It may not be necessary to take serious notice of the amendment as something likely to be passed also by the Senate and enacted into law, inasmuch as the upper chamber will probably not be in a mood to accept such peculiar legislation. It is exposed to very strong criticism from various points of view, however, and this is the time, perhaps, when something should be said concerning it. Of course, in its present form the amendment is not comprehensive enough to achieve the full publicity evidently desired by its advocates. It would require the publication only of the indorsements that reached the President. But the publication of the protests and objections sent to him should also be made public, if the people are to have complete information concerning the persons and interests that had concerned themselves in the exercise of the President's power of appointment. There is often as much to be learned from the character of the influences adverse to a nomination as from the character of those favorable to it.

"Even if this change were made, however, the desirability of such legislation is questionable. As was said in the brief House debate on the question, the most effective way to injure the chances of a good jurist would be to bring about his indorsement by undesirable persons. The President would be required to make public indorsements which had not been made in good faith. Indorsements, and protests, also, which could have had no influence whatever upon the President's mind would have to be given publicity, and every crank and cheap notoriety-seeker in the country could avail himself of such a law to gain a little publicity for himself. Persons moved solely by vindictiveness could take advantage of such an opportunity to make a matter of official record, accessible to the public, accusations based on petty private grudges."

TOPICS IN BRIEF

President Sun is still in a state of partial eclipse.—*Boston Journal.*

Governor Wilson will have to get along without the colonel vote.—*Cleveland Plain Dealer.*

Is it permitted to *Harper's Bazar* to say a good word for Dr. Woodrow Wilson?—*Providence Journal.*

More Woodrow Wilson luck: Governor Blease, of South Carolina, has come out for Harmon.—*New York Evening Post.*

The only conceivable explanation of why some men are in the Presidential race is that they enjoy the exercise.—*Albany Journal.*

There will be wide opportunity for ancestor-worship in China after the Manchus and the Republicans get through.—*Harrisburg Patriot.*

One reason why T. R. does not positively and conclusively state whether he is a candidate may be that he is waiting to find out.—*Washington Star.*

Abdul Hamid's wisdom continues to be demonstrated. It is now discovered that he never signed his name to a letter.—*New York Evening Post.*

Kentucky is the State where they have poor feud laws.—*Philadelphia Inquirer.*

The Irish Players continue to keep in more or less touch with the vegetable market.—*Detroit News.*

There seems to be a pretty general impression that T. R. now stands for To Run.—*Kansas City Journal.*

The cost of living continues to increase. A telegram from Toledo says there is to be an increase in the price of pink carnations.—*Chicago Record-Herald.*

Dr. Sun is president of China, and Dr. Solar is president of Paraguay. The new brand of republicanism seems to be pretty hot stuff.—*Kansas City Journal.*

The Republican party in Georgia is certainly growing. Federal offices remain the same, but a Republican anti-Taft organization shows that they are no longer numerous enough to go around.—*New York World.*

FOREIGN COMMENT

GERMANY'S SOCIALIST LANDSLIDE

THE SOCIALIST VICTORY in the German elections has astonished Germany itself. The Government appealed to the people to oppose this party at the polls, but the people have not responded. Twenty-six seats have been added to the Socialist ranks, and even in the district of Potsdam, which is peculiarly the Kaiser's own, Dr. Carl Liebknecht, the eminent Socialist leader, was elected. On learning that he was returned the Doctor remarked, "Now peace in Europe is assured." For the program of Socialism includes partial disarmament, its other demands embracing the reform of the suffrage inequalities in Prussia; local self-government; responsibility of the Imperial Government to Parliament; Church disestablishment; free public schools; freedom of the press; a lower cost of living; lessened military burdens; gratuitous legal proceedings; gratuitous medical attendance; gratuitous burial.

The main feature is, of course, the lessened military burdens. It is the weight of heavy taxation for military and naval expenses that raises the cost of living, the Socialists say. The Government before the elections appealed to popular patriotism and national feeling, but in vain, says a well-informed writer in the Vienna *Zeit*, from which we quote the following:

> "The appeal made by the Government at Berlin amounted to the order—fight down the Socialists. But the contrary Socialists have carried off the victory! The defeat is all the more remarkable because the Government tried to touch the people's national pride. The official papers announced that foreign relations were in a critical condition, that an enlargement of the Fleet and the Army was necessary, and for this reason Socialism had to be overthrown. Now appeals of this kind have hitherto had much weight with the German voters. When Bismarck called up the specter of war he was always sure of success in the elections. But now war is no mere specter. It is in evidence on every side. German voters know that their country is surrounded by enemies who lie in wait for her, yet they have given their voice for the Socialists. This proves their profound discontent with the state of things. The causes of this discontent are not merely economic and social, but also political. The Germans are dissatisfied with the foreign policy of the Empire. It is not against certain persons, but against the whole system of government that they protest. The Morocco crisis continues to lie heavy on Europe, and Germany has just gone through a Morocco election."

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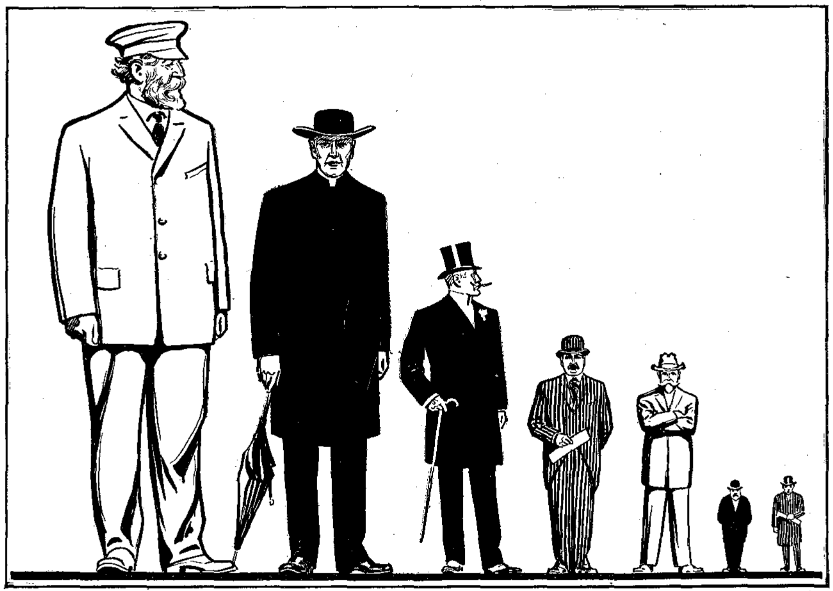
A SOCIALIST ANGEL OF PEACE.

Dr. Carl Liebknecht, the eminent Socialist leader elected in the Kaiser's district of Potsdam, thinks his party's victory means peace in Europe.



COMPARATIVE STRENGTH OF PARTIES IN THE NEW REICHSTAG.

The Socialists have 110 members; Centrists, 93; Conservatives, 66; National Liberals, 47; Radicals, 44; Poles, 18; all others, 19.

"The day is ours," declares the Socialist organ *Vorwaerts* (Berlin), as it gives the returns. The London *Standard* talks about "the red peril" in Germany, which, we are told, will be more formidable if the red be mixt with other party colors and general discontent drive the National Liberals and Radicals to flock to the Socialist standard. We read:

> "It must not be assumed that the increase in the Socialist vote accurately represents the advance of Socialist doctrines in Germany. No one will deny that there has been a considerable advance in this direction. But party divisions are not so distinct, nor is party loyalty so conspicuous that the issue of the present elections can be taken as a clear proof of a vast and sudden change in the trend of public opinion. It is far more probable that large numbers of electors have recorded their vote for a Socialist candidate, not because they are at last convinced of the truth of Socialist doctrines, but because they are profoundly discontented at the existing order of things, and gladly seize the opportunity of giving the bureaucracy a lesson.
>
> "Nor must it be forgotten that the Social-Democratic party can not boast of possessing a program to which all its profest adherents assent. There are still Socialists who believe thoroughly in the frankly revolutionary methods advocated by the apostles of the movement. But there are others who, honestly or not, disavow anything like war to the knife against all existing institutions; and the less irreconcilable policy of the revisionists attracts many who would shrink from joining hands with avowed revolutionists.
>
> "Perhaps it is not so much a red peril which the Government has to fear as an alliance, too permanent to be desirable, between a less aggressive section of the party and the growing number of exasperated citizens who, weighed down by heavy taxation and exasperated by the domination of a bureaucracy, find the opposition of National, Liberal, Radical, and other groups too tame for them."

The foreign and colonial policies of the Imperial Chancellor are made the object of a savage attack in the *Vorwaerts*, quoted above. These policies, we are told, promote the building-up of huge armaments and constantly increase the danger of war. To quote its words:

> "All the middle-class parties are victims of this political craze, and all, without exception, are responsible for the terrible dangers it engenders."

As if to prove the truth of these words, Professor Delbrück, an eminent Conservative and typical middle-class writer, belonging neither to the nobility nor to the proletariat, writes in his great monthly, the *Preussische Jahrbücher* (Berlin), as follows:

> "Perhaps the day may come when, as the English Minister predicted, the Germans may wake up to find that 'they once had a fleet.' We have seen how for many weeks the English fleet has been keeping watch on us. In the presence of this war danger, which continues to menace us, it will be the duty of the Reichstag to order an increase of armaments."

"Cease all this scolding, which puts you on a level with Billingsgate fish-women," exclaims the Socialist Maximilian Harden in his *Zukunft* (Berlin), "and set to work to come to good and kindly terms with England."—*Translations made for* The Literary Digest.

FAILURES OF THE BRITISH NAVY

THE NAVAL POLICY of the British Government is made the object of a slashing attack in a book called "The Betrayal," written by Admiral Lord Charles Beresford. The country has been betrayed and hypnotized by this fatal policy, he avers. "England has proclaimed herself the Bully of the Seas" by building and bragging about her dreadnoughts. Meantime trade-routes and foreign stations have been neglected, and ships are undermanned to save money. "The naval policy of the Government from 1902 to 1909 was mistaken in every particular." "The Admiralty have betrayed their trust." Of the utter disorganization of the Admiralty he writes:

> "We possess no proper organization for war, nor can we obtain it until a War Staff is established at the Admiralty; but, until we have organized the fleet for war, our excellent officers, our skilled crews, and fine ships are liable to be sacrificed in the most bitter of all sacrifices, that by which nothing is gained; while—what is of less moment—our money may all be spent in vain."

WHEN HE WAS IN ACTIVE SERVICE.

Lord Beresford, who was in the British Navy fifty years, from cadet to Admiral, now says it is seriously impaired by its policy of concentrating on dreadnoughts, at the expense of efficiency along other lines.

The Admiral condemns the English policy of building a few large ships and neglecting to provide a sufficient number of small cruisers. Thus we read:

> "The principles of sea power do not change. It is one of those principles that the defense and patrol of the Empire require a large force of comparatively small vessels. Nothing can alter that necessity. In 1904 it was recklessly ignored. The power of the fleet was gravely weakened. The real reason for this action on the part of the Admiralty was to save money. . . . The real saving was in illegitimate economy, which has since been costing the nation millions to make up while dangerously weakening the security of the Empire. . . . In 1909 . . . the trade-routes had been left with a seriously diminished protection which remains very dangerously inadequate to-day. . . . Given a certain number of men, there can only be a certain number of ships. But the public demand ships as concrete objects which they can understand. They do not demand men and officers. Therefore it was decided to effect illegitimate and contemptible economies in the very life of the fleet by systematic undermanning. His Majesty's ships have been undermanned for years. But the most disastrous act of all was to cancel the provision of men for the future requirements of the fleet and then to throw away whole squadrons of valuable ships. . . . The situation is worse, if possible, to-day. The fleet is so short of men that it is constantly found impossible to recommission one ship without taking from another vessel a crew which, having just completed a commission, are entitled to an interval on shore."

The dreadnought policy, "introduced to the public by means of an organized system of advertisement" in the press, is thus attacked:

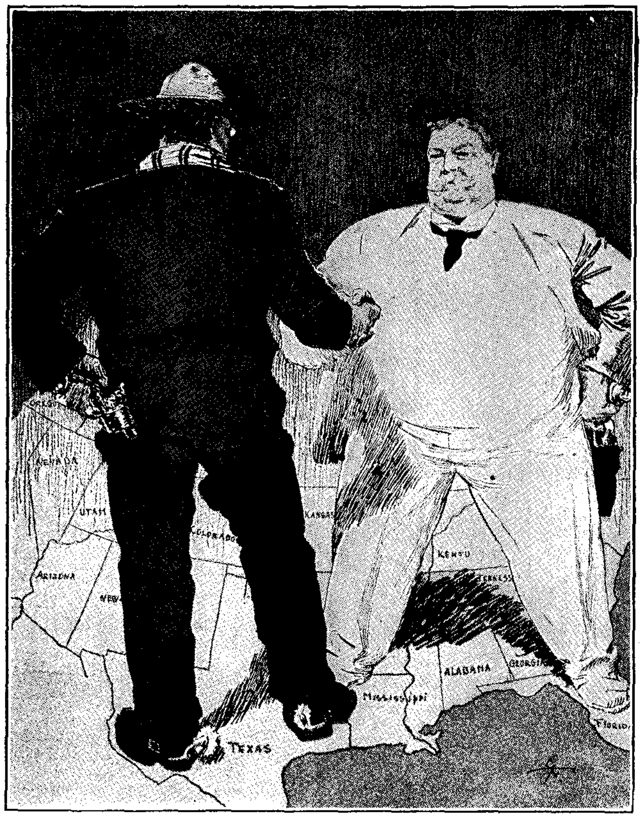
> "The excessive and vulgar advertisement lavished upon this experimental vessel was by no means justified. . . . The effect of that advertisement . . . not only led the British public into a delusion from which they are still suffering, but created a natural irritation among foreign Powers. In 1906 the tradition of dignity and courtesy hitherto prevailing in the service was rudely violated and Great Britain proclaimed herself the Bully of the Seas. . . . All that the British Admiralty had accomplished was to publish a new design just in time to enable other nations to profit by its defects. . . . To the building of these great ships, necessary as it has become, has been sacrificed every other naval requirement—men, small cruisers, docks, and stores. Without an adequate provision of these essentials the battle-fleet is useless for fighting purposes and the money spent on it is a present to the future enemy. But the Admiralty succeeded in concentrating the public attention upon battle-ships called dreadnoughts. That is the delusion of the dreadnought policy. Other essentials do not show. Their need is known only to naval officers. The public naturally enough know nothing of them. They trust the Admiralty to provide what is necessary. The Admiralty have betrayed their trust."

Thus the British Navy is quite useless excepting so far as these large expensive ships go, and no naval war can be carried on when other essentials are neglected. To quote further from the Admiral:

> "In these acts of maladministration resides the explanation, hitherto withheld from Parliament and the country, of the vast increase of the navy estimates for this year and last year, of the vaster obligations incurred, which must be discharged at immense and increasing cost; of the deficiencies in men, in officers, in small cruisers, in docking accommodation, and in stores, which to-day render the Navy inadequate in every respect except in the matter of heavy ships. The fleet is like an army which is all heavy artillery. The wrong will never be righted while its causes remain concealed and while those responsible for maladministration continue to wield authority."

He next condemns the Declaration of London as a violation of common law, the surrender of the most powerful weapon known in naval war. How the Declaration effects this Lord Beresford states as follows:

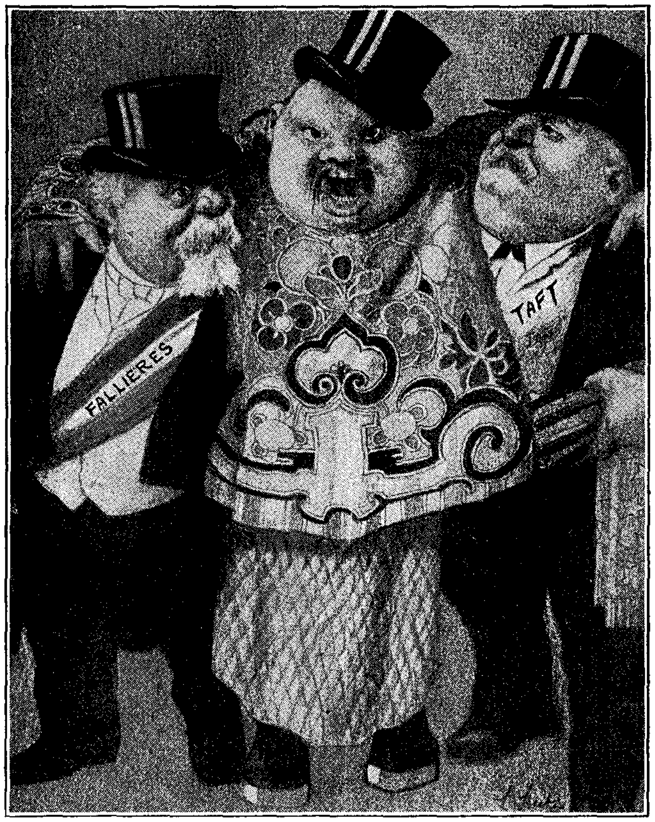
> "If by means of the constitution of an International Prize Court Great Britain could be induced to forfeit her remaining maritime rights, the labors of foreign maritime Powers insidiously pursued for more than fifty years would at length be crowned with success. That Sir Edward Grey, who is naturally inexperienced in the real workings of international politics, should have walked open-eyed into the snare need not cause surprize. But that the Board of Admiralty . . . should actually have assisted the Foreign Secretary to betray his country is monstrous. The thing was done. It was agreed that the International Prize Court of Appeal should be established in violation of the common law and in derogation of the authority of the King in Council. The Declaration of London, representing the result of a determined effort of the Government permanently to reduce the Royal Navy, hands over British maritime rights to a foreign court, fails to forbid privateering,



HINTS.

T. R.—"My dear Bill, you should seek some larger sphere of action; this country is entirely too small for a man of your size."

W. H. T.—"I guess that what you mean is that it is too small for both of us." —*Ulk* (Berlin).



THE NEW REPUBLIC JOINS THE CHORUS.

CHINA—"Down, down, down with the crown,
Up with the silky tile!
Away, away, with the King of Cathay,
Here's the Republican style!"
ALL—"Hooray, hooray, here's to Cathay
Under the glittering tile!"
—*Kladderadatsch* (Berlin).

BEAUTIES OF A REPUBLIC.

permits the sinking of untried neutrals, doubles the danger of starvation in case of war, and, what is even worse, cripples in every way the action of the British fleet. Nor can I avoid the reflection that a country which allows itself to be enmeshed in this tangle of sentimental agreements, illegal treaties, and lawyers' traps in matters which concern the national honor and the national safety, deserves the irremediable catastrophe which will befall it."

Other sweeping expressions of condemnation and criticism are contained in the statements that "the public are deliberately kept in ignorance"; that "the country is being defrauded." He cites in support of his charges the fact that while he was in command of the Channel Fleet it consisted of sixteen battle-ships, six armored cruisers, and three unarmored cruisers. Since then the fleet has suffered the loss of two battle-ships and two cruisers. He proceeds with frank and sailor-like bluntness to give reasons for this:

"The whole object of the reductions was to save money by avoiding the necessity of increasing the personnel to the number required to reenforce the reserve crews, and by economizing on the maintenance of ships in full commission. It is for precisely the same reason that, altho after the strongest representations on my part, and in deference to public indignation, the policy has been in part—but only in part—reversed, the Mediterranean Fleet remains weakened and inadequate, and the whole Navy is short of men to-day."

He sums up the practical deficiencies of the British Navy as follows:

"The cruiser force has not been replaced upon foreign stations; the protection of trade-routes is still dangerously inadequate; the foreign stations have not been restored; graving-docks have not been provided on the east coast; and the short service is still in force. None of these deficiencies can be remedied on the outbreak of war by improvised means."

ENGLAND'S VIEW OF THE PANAMA TOLLS

THE ENGLISH PAPERS are very angry over the proposal in President Taft's Message that the tolls of the Panama Canal be rated in favor of American shipping. The passage objected to is that in which the President says: "We own the Canal. It was our money that built it. We have the right to charge tolls for its use. Those tolls must be the same to every one; but when we are dealing with our own ships, the practise of many governments of subsidizing their own merchant vessels is so well established in general that a subsidy equal to the tolls, an equivalent remission of tolls, can not be held to be a discrimination in the use of the Canal." On this the London *Outlook* indignantly exclaims: "Are we not openly threatened with having the essential provisions of the Hay-Pauncefote treaty torn up before our eyes?" and quotes that treaty to the effect that "the Canal shall be free and open to the vessels of commerce and of war of all nations . . . on terms of entire equality," yet, it adds, "Mr. Taft already proposes differential treatment." This paper then proceeds to treat of "the extraordinary duplicity" of Mr. Stimson, Secretary of War, and says of him:

"That agile commentator of treaties which the United States mean to break announced to an admiring audience that, in spite of the guaranty of terms of entire equality in the Hay-Pauncefote treaty, the thing might be arranged. The virtuous and honorable Mr. Stimson would impose absolutely the same tolls upon United States shipping and the vessels of foreign nations. That would be the entire equality. Then the United States Treasury would return to the United States shippers the whole of the entirely equal tolls, but would *not* return any portion of said tolls to the foreign shippers. That is how the thing—namely, the breaking and cheating of the treaty—might be arranged. The venerable *Mr. Fagin* never expounded quite so brazen a philosophy of fraud in the select academy for youthful practitioners like *Master Charlie Bates* and the *Artful Dodger*.

"The simplicity of the trick is perhaps its most beautiful feature. Mr. Brown and Mr. Jones have to pass the toll-gate on a certain highway. The impeccably righteous tollkeeper exacts precisely sixpence apiece from Mr. Jones and Mr. Brown. Then, according to instructions, he hands back his sixpence, say, to Mr. Brown. This, exclaims the virtuous and high-toned Secretary Stimson—surely he must also be a Judge Stimson?—represents our United States view of entire equality, which we could no more violate than George Washington could tell a lie. President Taft, always with one eye fixt on ex-President Roosevelt's next move, has emphatically adopted and applauded the Stimson short way with treaty obligations."

This writer closes his remarks with a veiled threat in these words:

"It is obvious that, if this barefaced robbery is to be used against British vessels of commerce, the question may require the effective consideration of British vessels of war. Or will the Radical Government tolerate the tearing-up of a treaty intended to guarantee our trade and commerce against being crusht out of existence, or at least out of profitable competition—which is the same thing—by grand larceny of this description? Besides our home trade with the East of Asia, the whole of the Canadian trade between the Atlantic and Pacific coasts would be rendered incapable of meeting United States competition. Is this another plan for forcing on that reciprocity which the United States politicians have recommended as intended to promote the absorption of Canada by the pushful Republic?"

This is echoed by *The Saturday Review* (London), as follows:

"To abolish or lower the dues in the case of United States vessels would of course be a direct violation of the Hay-Pauncefote treaty. The proposal appears to be that its provisions shall be evaded by giving a bounty, equivalent to the Canal dues, to American ship-owners using the Canal. This is a subject which demands close attention, and we shall have to meet the menace to our trade effectually. Now is the time for those eminent persons who belauded President Taft's arbitration proposals with fulsome adulation to give him some needed admonition."

"The attitude of the American people toward treaty obligations has more than once caused some surprize in this country," remarks *The Morning Post* (London), and apropos of the President's treatment of the Panama tolls it declares:

"Such action is clearly inadmissible under the provisions of the treaty bearing on the subject, which was signed between the United States and Great Britain. But this limitation has not prevented Mr. Taft and Mr. Roosevelt from making it clear that, treaty or no treaty, the American people are resolved to do whatever they think fit for the safeguarding of their interests in the Isthmus of Panama."

The Manchester *Guardian* quotes with approval the words of the New York *Journal of Commerce*, in which that paper speaks of Mr. Taft's "unbecoming tone of arrogance" and characterizes the proposed subsidy to American ships that pay tolls in the Canal as "an unworthy subterfuge." *The Guardian* continues:

"President Taft has claimed that the United States has the power to relieve from the payment of tolls any part of its own shipping that Congress may deem wise, justifying his claim by the assertion, We own the Canal; it was our money that built it; and suggesting that any treaty obstacle in the way of differential tolls might be evaded by giving American ships a subsidy equal to the tolls. The terms of the treaty are absolutely clear, but Mr. Taft's attitude to it is seriously disturbing, because we have a disquieting precedent in America's peculiar interpretation of equally lucid clauses relating to most-favored-nation treatment in her commercial treaties."

The London and other English papers of all parties speak in a chorus of reprobation against the American Government and they find no words too strong in which to denounce what is considered an "unfair" and even "dishonest" attempt to repudiate treaty obligations.

A FRENCH PICTURE OF MR. TAFT

MR. TAFT seems to have captured the hearts of French journalists. His bonhomie is as delightful, we are told, as his embonpoint is comfortable, and both are admirable. And then his smile—it is irresistible, and captivates while it convinces his auditors. And his auditors stretch from the Atlantic to the Pacific coast. He is almost ubiquitous in his movements, and mixes with easy good-fellowship with all classes of the people. For Americans will not have their Chief Magistrate separated from them, as in an iron tower, by thorny rules of etiquette, says a writer in the *Liberté* (Paris). He must keep in direct touch with his fellow countrymen. The more he shows himself in public, the more he speaks, the more he smiles, the more popular he becomes. The Americans "adore shows of all kinds, and above all presidential shows." "At banquets and feasts the President can not delegate his place to any other man." "The people want Mr. Taft, body and bones." "He can not stay away from any public function. He races over the West and the Far West. He makes speeches everywhere." "His addresses always contain a brief lesson of a practical character, delivered with good humor and lit up with an indefatigable smile." To quote further:

"That smile of Mr. Taft's is indeed celebrated. When the President appears in public, whatever may be his private anxieties, he presents a radiant countenance, which at once gains public sympathy and indicates a resistless amiability. For hours and hours he smiles without being weary and without wearying others. You would swear that of all men he was the most completely contented. It is, indeed, of some importance that he should be so. For his lightest gesture is noted by an army of reporters, while cameras by the dozen are snapping at him. The portrait of the President is seen everywhere. The good people of the United States never leave off gazing at their elected President from every point of view."

Americans have no awe of their President, however. He has none of the divinity that doth hedge a king, but is merely a companion in whose acquaintance they take a pride, says this writer, and he continues:

"Mr. Taft is regarded by his followers not only as the supreme magistrate of the people, but also as their most distinguished comrade. This comradeship expresses itself by jokes, by familiar addresses, by a free-and-easy manner, which sometimes shocks our sense of propriety. The President is familiarly called 'Bill Taft' or 'Big Bill,' just as his predecessor was hailed with 'Hurrah, Teddy!' There are some clubs, such as the 'Gridiron,' where the Chief is pitilessly grilled and hoaxed, where jokes are made, amid roars of laughter, at his expense. On one fine evening, at a dinner party, Mr. Taft found himself face to face with his double. This man assumed the place and rank of the President during the whole evening with a seriousness which was comical. When the veritable Taft protested, his double cut him off short, and accused him of being a sham Taft, and set the whole table in a roar."

The ambition of presidential candidates must not take a tyrannical shape, and in religion they are bound to be absolutely tolerant. Men of many creeds, we read, have succeeded to the presidency. He declares that while the White House is open to all visitors, "Jeffersonian simplicity" does not prevail there. Jefferson once refused to partake of a dish of shad because he was told that it had cost three dollars. The French writer adds:

"This Spartan spirit has quite disappeared from the White House now. The official dinners rival in splendor the most elegant European banquets. The French chefs work their wonders at Washington, as at other capitals. And then the honorable Mr. Taft has long since weighed more than three hundred pounds and good Americans would hate to see him waste away. This is the reason why his table is loaded with dishes which even such cooks as our Vatels would not be ashamed to own as their creation."—*Translation made for* THE LITERARY DIGEST.

DISEASES OF THE MUSICAL MEMORY

LOSS OF MEMORY is a familiar feature of many kinds of mental trouble, permanent or temporary. It is not the general loss of memory, but the failure to remember some particular type of things, that is specially interesting. Thus aphasia, in which the patient forgets the names of things, or may entirely forget how to speak, and agraphia, in which he forgets how to write, are more or less familiar examples. A little-studied type—the loss of the musical memory, while the function in other respects remains unimpaired—is discust in *The Medical Record* (New York, January 13) by Dr. J. Leonard Corning. In this kind of failure to remember, to which the name of "amusia" has been given, the patient may be able to comprehend music, but not to sing or play; or he may have lost the sense of tone, either totally or partially, so that he uses wrong tones and intervals. The writer quotes some interesting cases, among them the following:

> "In 1873, Barré, a tenor who was singing the important part of *Pétite Fadette* at the Opera-Comique, was suddenly seized one evening in the midst of the performance by total musical amusia. Neither the orchestra nor his associates, who sought to prompt him, succeeded in reviving his memory. He no longer understood what they were singing, nor could he emit a single note. On reaching home he was perfectly able to understand what was said to him in ordinary language, and to reply intelligently, but everything—words and music—which bore any relation whatever to the work which he had been singing, or, indeed, to any part of his entire repertoire, was completely forgotten. He recovered in a few months, and was able to resume his lyric activities."

The next case is that of the eminent pianist, Prudent, who, it seems, was endowed with a prodigious memory:

> "One day, about 1852, while playing in public with orchestral accompaniment one of his own concertos, he suddenly lost all memory of things musical. At that moment his work was for him nothing more than incoherent noise; not a phrase of the orchestra, not a melody, did he comprehend. Coincidently there was absolute inability to play even from notes. He went abroad the following day, having largely recovered, but thenceforth played only with the notes before him."

In addition to the cases a synopsis of which has just been given, Brazier has placed on record several others, notably one of note-blindness, and one of tone-deafness, the first occurring in a music-teacher, the second in a man fifty-one years of age.

> "Of the music-teacher it is said that she had read music as easily as ordinary printing, and far more frequently, and that her musical education had been unusually thorough. One evening, after a prolonged attack of migraine, she seated herself at the piano and attempted, as was her habit, to play from memory.
>
> "To her surprize, she experienced such a sense of uncertainty, and the difficulties loomed so large, that she felt compelled to have recourse to her notes. It was then that she made the discovery that she was utterly unable to read a measure or even a note, altho she distinctly saw the characters. Despite this inability to comprehend musical notation she could read ordinary printing without apparent difficulty. Hardly less interesting is the fact that she heard and understood music, and could sing and play from memory perfectly. Three days after the attack she began to show signs of mending: she could comprehend the time values of the notes but not their pitch. Her recovery was complete on the fourth or fifth day.
>
> "Brazier's case of tone-deafness occurred, as has been said, in a man fifty-one years of age, who had suffered from repeated attacks of migraine, followed, in some instances, by aphasia lasting several hours. Subsequently he had an attack of migraine followed by tone-deafness, but without aphasic accompaniments. Music from a military band or piano was heard as noise only; so that, while he was able to refer it to its instrumental source, he was quite incapable of comprehending it as music. The affection was of brief duration, having completely disappeared in twenty-four hours."

The interesting deduction which seems reasonably drawn from such cases as these is that the memory for sounds must reside in a different part of the brain from other memories; otherwise when disease causes a man to forget music it would cause him also to forget other things. On this hypothesis, when we remember a tune—"Yankee Doodle" or "My Hero"—we must do it with a different part of the brain from that in which is stored, for instance, verse—say *Hamlet's* soliloquy or "Horatius at the Bridge." The author, apparently, is not sure about this. He writes:

> "What conception of the anatomical basis of amusia are we justified in entertaining? Edgren, who has carefully collected and analyzed all the material available at the time of publication of his excellent paper, holds that at least some forms of amusia may have an independent anatomical basis, and that this latter may be sought for in the neighborhood of those localities in which the various forms of aphasia are conventionally located. Respecting the anatomical seat of one form of amusia—tone-deafness—he is inclined to speak more definitely. To him the location of this form of the affection in the first or the first and second convolutions of the left temporal lobe, in front of the spot, injury to which gives rise to word-deafness, seems highly probable.
>
> "That children frequently sing before they talk; that idiots who are unable to talk sometimes sing; that drunken men often sing when they can not talk; and that many birds sing, altho they can not be taught to speak, are some of the facts adduced in support of the contention that the cerebral (cortical) mechanism connected with musical representations is independent of that connected with those of speech. As an offset to this evidence, however, we are confronted by the fact, already sufficiently accentuated, that, while the musical faculty is sometimes preserved or largely preserved in aphasia, it is impaired or totally lost in a large number of well-authenticated cases.
>
> "How are these conflicting data to be reconciled? By what jugglery of inference are we to be put in the way of arriving at a theory which, even in moderate degree, shall comport with the exactions of common sense? Rather than invoke a factitious, tho seductive semblance of solution, the writer confesses that in the present state of knowledge he is unable to frame an answer."

MORE ABOUT CHEMICAL "CREATION"—Prof. Raphael Dubois, whom the newspapers report to have asserted that he could "create life" chemically, denies the impeachment. Like other experimenters, he can form certain chemical products that simulate life, but he denies that he ever said, or ever led anyone to think, that he believed that they were alive. What these experiments do show is that we should be very careful, in studying the lower forms of life, to assure ourselves that we are not simply watching chemical transformations and movements. Professor Dubois is quoted by a writer in *Cosmos* (Paris) as admitting that he himself is not so sure that a hard-and-fast line can be drawn between the two. After saying that he prefers to call the moving particles of his discovery "eobes," instead of "microbioids," into which latter word, he says, a false claim has been read by his critics, he remarks:

> "I have never pretended, as has been asserted, that I have created life, because I do not know where it begins or where it ends, nor even whether it begins or ends anywhere, as I do not believe it does. In my opinion it extends beyond the cell and even beyond the organized particles that make up the cell."

The writer in *Cosmos* goes on to say:

> "He cites, among other examples, luciferase, studied by him, which, once formed by the cell, has no further need of it in the

production of the physiologic light that was so long believed to result from a mysterious vital activity of the cell.

"The radiöbes of Butler Burke of Cambridge are only microbioids of radium or of barium. From a single particle of barium chlorid deposited on the surface of an organic jelly (gelatin or agar-agar) soon separate an innumerable quantity of corpuscles with a whirling motion; it can furnish in a few minutes as many as 122,500 and one may count up to 6,500 per square millimeter. They may move five millimeters [one-fifth inch] away from their point of formation, either on the surface or in depth.

"At first very small, these corpuscles grow until they reach, on an average, a diameter of 5 micromillimeters [thousandths of a millimeter] in forty minutes, after which their increase stops.

"These formations imitate certain living forms, but the author repeats again that he has never pretended that they were alive."—*Translation made for* The Literary Digest.

"DON'TS" FOR INVENTORS

GOOD ADVICE to would-be inventors is contained in a recent annual report of the Block Signal and Train Control Board of the Interstate Commerce Commission. It is intended primarily for the inventors of air-brakes, but those who are desirous of making their fortunes through other forms of invention may well heed it. Some of it, quoted in *Railway and Locomotive Engineering* (New York, January), runs as follows:

"Don't forget that successful invention is not a pastime, nor a subliminal uprush, but an evolution from long experience, painstaking observation, careful analysis, and intimate observation, a severe disregard of non-essentials and of repeated failures, and an unfailing persistence born of optimism, the courage of proven convictions, and hard common sense.

"Don't confuse invention and financiering. To invent is not synonymous with 'to get rich quick.' It is a simple matter of fact, familiar to any one acquainted with Patent Office records, that only a microscopic percentage of the patents granted bring any monetary return to the inventor.

"Don't be satisfied with yourself or with your first or even your last idea of a device. Look for the defects, not the merits, in any design you propose to patent. The latter will always take care of themselves. An apparent success is, however, often more fatal than a flat failure. The latter at least tells the truth and usually teaches a valuable lesson; the former raises false hopes and obscures the truth, and results in a correspondingly greater failure when the final reckoning does come.

"Don't forget that there are always two sides to every question, especially in the case of a mechanical device. None are so bad as not to have some good points. On the other hand, the merits of a device may be many and important, and yet its patent value worthless on account of non-interchangeability, too great refinement, previous patents covering the same idea, and so on.

"Don't expect something for nothing. Whenever such appears to be possible, it will surely develop that the net gain is worth exactly the price paid, namely, nothing.

"No mechanical system can be operated at 100 per cent. efficiency; at best it only approximates this figure under the most favorable conditions of the laboratory.

"Don't mistake 'possibility' for 'practicability.' Many things are possible, but only a few are practicable.

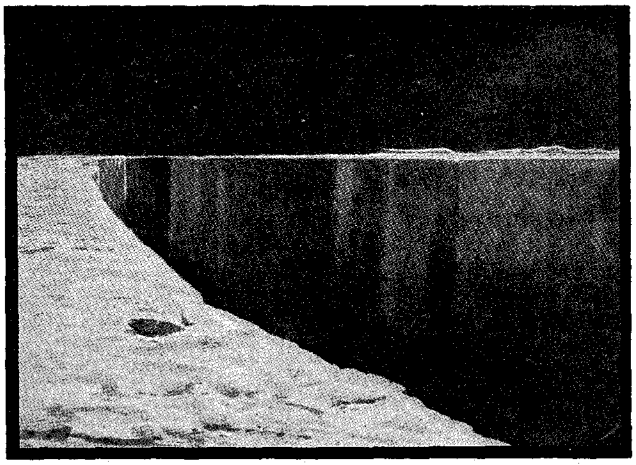
"Don't forget that the millions of dollars of capital already invested in existing equipment prohibit the introduction of any device which will not work in perfect harmony with the apparatus now in use and under every conceivable condition of service.

"Don't overlook the variability of the human equation. As long as there is any possibility of mishandling or wrong manipulation it will surely be found, for there are a thousand ways in which a thing may be wrongly done, but one right way.

"The conclusion of the many truths the inventor must learn either before or after the invention is that 'inventing' is an art of the highest type, requiring peculiar genius, training, and experience, while the capacity for appreciating or foreseeing the real value of a patent is an entirely different thing, requiring quite a different sort of skill and education. Consequently, even the best inventors are rarely, if ever, capable of accurately gaging the value of their own inventions from a purely patent standpoint."

LUNAR LANDSCAPES

IF WE CAN MEASURE the shadow of an object and know the sun's position in the sky, we can ascertain the object's height and general shape. This is as true on the moon's surface as it is on the earth; hence we may easily draw a view of any lunar object as seen from any point in its vicinity. In spite of this, artists who have found occasion to depict lunar landscapes have drawn largely on the imagination, and have not thought it necessary to inform themselves with regard to exact measurements. Perhaps the first attempt to take into account scientific facts in drawing pictures of what one would see if he were standing on the moon's surface, is that made by Lucien Rudaux, who contributes a paper on "The Scenery of the Moon," to *La Nature* (Paris, January 6). Says this writer:



AT THE EDGE OF A GREAT LUNAR CREVASSE.

"Seen through the telescope or examined by means of the admirable photographs now to be obtained, the earth's satellite exhibits a surface of great variety. The ring-shaped enclosures called craters or cirques are grouped in great disorder, or rise, in the company of isolated masses, in the midst of the vast gray wastes improperly called 'seas'; mountain chains bound these plains, which are always roughly circular; finally, the whole is cut by numerous fissures or crevasses. . . . . .

"Independently of purely astronomic studies, the moon has often served as a basis for extraordinary tales of adventure. In these cases, we are presented with lunar landscapes, that is to say, with the appearances that would be offered to our view if we could undertake a journey to this neighbor world.

"Now it would seem as if the character, or at least the proportions of these landscapes, especially when an attempt has been made to represent them to the eye, had been misconceived. Nevertheless, bold or fantastic as such an attempt may be deemed, I believe it possible to get at a sufficiently large part of the truth to reach a fairly good notion of the great proportions of these extraterrestrial aspects. . . . . .

"We know that the cirques have diameters varying from a few miles up to 125 and more. We know that the south polar mountains rise to a height of 20,000 to 25,000 feet, that the other chains reach 10,000 to 15,000 feet, the ramparts of the cirques having also a similar height, that the fissures are sometimes two or three miles wide, and of enormous depth.

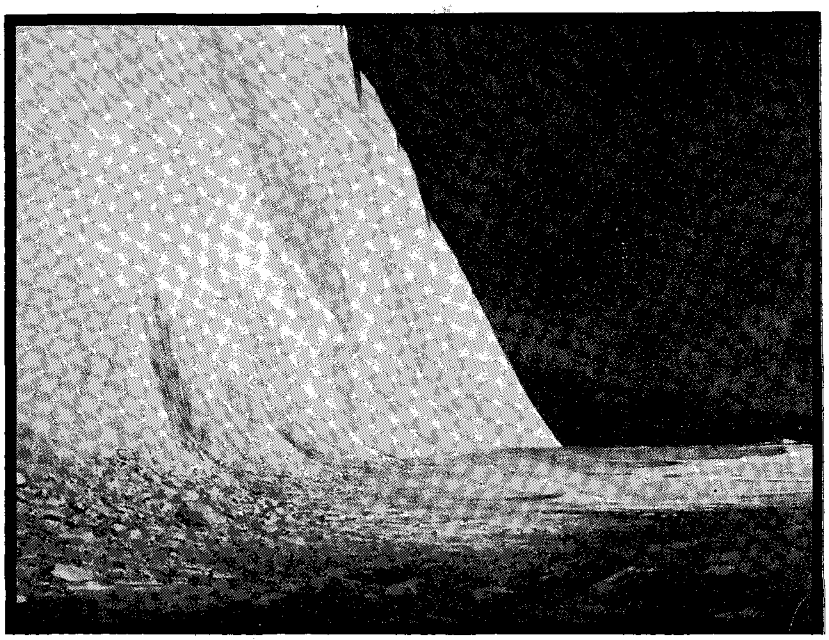
"Now these proportions have hitherto been little regarded by artists who have represented the extent of country in the normal field of vision as covered with craters like a host of little funnels, grouped at the foot of mountains with fantastic cliffs.

"If we make an attempt to set down in perspective these formations, seen generally in ground plan but of known dimensions, we shall find that the truth is far otherwise. There are certainly small craters more or less like those of our earth. But most are so large that the eye can not see the whole at once, and many are even so vast that an observer in the center would not always see the bounding rampart. Thus we may represent the scene viewed by a traveler situated in the middle of the cirque of Archimedes, one of the huge arenas whose floor is very level. He would find himself on a vast plain surrounded by peaks, jutting up here and there above the horizon. These summits would not appear especially steep. . . . Mount Pico, from its isolation and the aspect of its shadow, has been compared to a sugar-loaf rising from the surrounding plain. Now this 'peak' is 8,000 feet high, and a score or so of miles wide at the base."

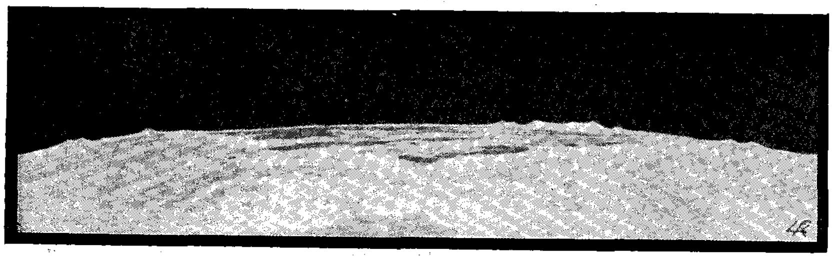
There are some abrupt precipices on the moon, however, notably the Vertical Wall, rising suddenly from the plain to a height of 1,000 feet, and so long that its end is invisible below the horizon, and the fissures are also abrupt, wide, and deep. It is to such foundations, rather than to the so-called craters or to the mountains, that we must go to get an idea of the disjointed character of the lunar landscape. Furthermore, we are told:

"There must also be added the special character peculiar to this world without sensible atmosphere—the sky is black with stars visible even when the sun is shining, and in the absence of the vaporous stratum a hard and raw light floods with the same intensity all the visible parts of the surface, without the softening effect of distance so delightful on earth.

"It should be repeated that the views given herewith are but attempts, which have certain imaginary elements, especially in the detail. It would have been more scientific to draw them schematically, for we know nothing even of the constituents of the moon's surface; but the details were forced upon us by an esthetic aim easy to understand. And by dwelling only on the larger features, we may get an idea from these views of the general aspect of the lunar world, which will somewhat modify the conception that a first view of the surface of this body tends to inspire."—*Translation made for* THE LITERARY DIGEST.



IDEAL VIEW OF THE "VERTICAL WALL" ON THE MOON.



MOUNTAIN CHAINS

Seen directly from the eastern edge of the moon.

A FORGOTTEN FACTOR IN DESIGN

THE MANUFACTURE of any product involves two factors, space and time. The former is usually very carefully considered; the latter is slighted or entirely overlooked. When a factory is designed the manufacturer is satisfied if he is able to secure a maximum product per square foot of floor space. And yet, if he is able to turn out this product during only eight hours of the twenty-four, his plant is not as efficient as one which produces half the quantity steadily, day and night. The time factor, usually forgotten, is thus of the highest importance, and it enters, we are told by P. W. Battey, writing in *Factory* (New York, January), into productions of all sorts. Every manager, says Mr. Battey, "must look at his plant from the standpoint of use—not space. He must consider how much time it will take to turn his product out in that amount of space; he should plan to make the most use of his building and equipment. Then and then only will he get the greatest returns from his required investment, and the lowest cost per unit output." We read on:

"A paper-mill operates twenty-four hours a day; a machine-shop eight hours out of the twenty-four. The machine-shop manager *uses* the space and the equipment in his building only 33⅓ per cent. of the time. What may be called 'use-factor' in the machine-shop man's building is only 33⅓ per cent. of that of the paper-manufacturer.

"Just so in two shops of the same character, whether they be two shoe-factories, two textile-mills, or two foundries. Buildings in these industries are, in general, occupied only eight or ten hours, which is all the more reason why they should be *used* the eight or ten hours.

"From a physical standpoint, the making of a product involves two prime factors—space and time. Some manufacturers, when they build, base their requirements principally on floor space. They do not give due consideration to the more important factor—time. A foundry designed along the old lines, on a space basis, turned out two tons of product per thousand square feet of molding-floor space. When the time element was considered, after a careful analysis of all factors, twenty tons of output was easily handled from the same amount of floor space. . . . . .

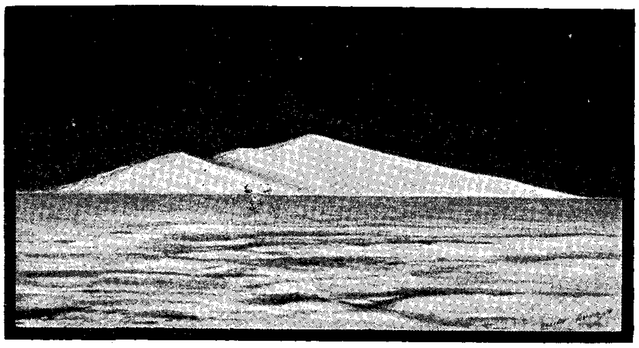
"To approach the hundred-per-cent. 'use-factor' of buildings—to get the most out of a given space in a given time—the factory manager must plan to get *immediate* and *continuous* use of all space and all equipment in the factory. Instead of building a big plant which he may grow to in the future—instead of making a large present investment in buildings and equipment with the future in mind, he may design his buildings on a unit plan so that each unit of economic capacity will approach the ideal hundred-per-cent. 'use-factor.'"

Practically every manufacturer, we are told, has applied this principle in some smaller way, but few consider their whole buildings on the same basis. And yet each unit in a factory may be considered a machine with certain functions. To keep that machine operating at its highest speed, and with the greatest efficiency, means that the "use-factor" of that section or of that building approaches the hundred-per-cent. mark. To quote further:

"It may take only a general study of a department to show where time is wasted, where output might be doubled, if little changes in equipment for handling material, better light, different arrangement or methods of handling machines, were made. Or it may take a stop-watch study of detail operations to point to the weak spots and losses.

"An endless conveyer in a shredded-wheat factory is practically the same as the conveyer in a car-wheel foundry. Both are installed to reduce the amount of space necessary to handle a given amount of product, and, secondly, to reduce the time and labor necessary in turning out that product. Ideas pass from one factory to another—the principles are the same.

"One of the most important of the principles of the 'use-factor' is the relation between



HOW A VISITOR TO THE MOON MIGHT VIEW MOUNT PICO.

investment and fixt charges and cost of production. It sometimes pays to operate inefficiently at an overload for a short period rather than pay investment charges on more equipment.

"Certain plant-functions have a low 'use-factor.' A heating-system is used only a portion of the year, so a practical engineer will not provide heating-surface sufficient to warm a building economically to a given temperature during the most extreme weather. Rather, he will sacrifice steam economy for those few days because he knows that the saving in investment and depreciation charges with the lower first-cost heating-equipment will more than offset any loss due to the short period of inefficient operation in use."

THE CINEMATOGRAPH AS AN EDUCATOR

IN FAILING to make use of the moving picture as an educational aid, it would seem that teachers are neglecting one of the greatest opportunities ever held out to them by the ingenuity of mechanical inventors. In this case, as in so many others, the children of this world, represented by the picture-show proprietors, are wiser than the children of light, in the shape of our pedagogical experts. In some directions, especially in that of medical education, progress is making in the right direction. In a recent address, quoted in *The Medical Record* (New York, January 20), Dr. Rudolph Matas, of New Orleans, stated that as an agent in imparting sanitary and hygienic knowledge of great importance to the masses the cinematograph was playing a most effective part. For instance, in impressing upon the public mind the dangers which lurked about the house-fly, the moving picture was far superior to any lecturer's ability. The picture-machine has also been applied in France to analyzing the gait of those afflicted with diseases of locomotion, such as ataxia, and in the study of convulsive affections. The pictures are taken on a new rapid machine at the rate of two thousand a second, and thrown on the screen at a much slower rate, for the purpose of detailed study. As we read:

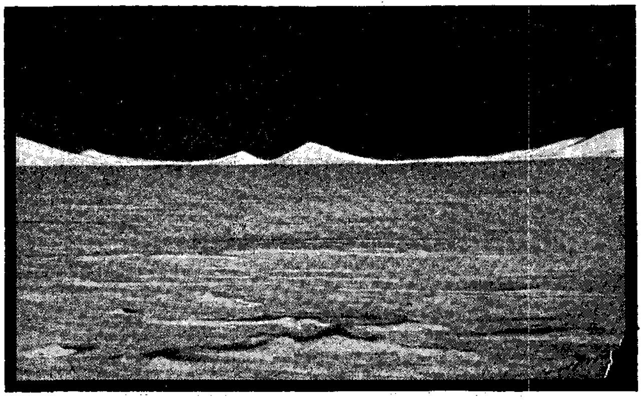
"In order to study the movements represented on the films, it was merely necessary to pass them through the ordinary cinematograph, making some fifteen exposures a second, instead of the fifteen hundred or two thousand a second employed in the taking of photographs, and then the movements one hundred or more times as slow would be seen, and, in many instances, easily followed. Undoubtedly the greatest triumph that had marked the recent advances of the new science of radiocinematography had been obtained by Commandon and Lomon of Paris, who had succeeded in projecting and making perfectly practical the permanent moving reproductions of intensified fluoroscopic images of the skeleton and other organs which thus far had been available only by ocular inspection or by single plate exposures. To show what had been accomplished by the cinematograph in recording surgical operations, Dr. Matas projected upon the screen several of the Doyen films, which he obtained from the Eclipse Company while in Paris this last summer. He regretted that none of the color films were available, but these would suffice to show what could be done with an ordinary instantaneous film, and he expressed the hope that it would encourage our enterprising teachers and operators in America to adopt this method of recording the most difficult operations. The Edison Company announced that it expected to have very shortly a home kinetoscope which was both a motion-picture and stereopticon apparatus, projecting pictures of different sizes. A notable feature of this machine was that it used a film which contained three rows of pictures, which enabled the operator to exhibit on barely eighty feet of film the equivalent of one thousand feet of the regular professional film. As the new film would sell for sixteen cents per foot, making the cost of the eighty-foot film twelve dollars, as against approximately one hundred, or for the equivalent in professional film, one would realize that the cost had been greatly reduced and the kinetoscope made very much more available to the general public. This new instrument would, it was announced, be listed at about fifty dollars, making it comparatively cheap, and also available to the individual teacher. The purpose of the company in issuing these new machines and films was to make them especially useful and available for educational work in schools, churches, and all kinds of organizations. By this means the time would rapidly approach when the surgical specialist or teacher of surgery might keep a cinematographic record of his own operations, and thus establish the basis of a mutually cooperative and interchangeable cinematographic surgical clinic in which all the interested workers could participate."

MAKING "NATURE-STUDY" USEFUL

WHILE WE ARE TEACHING children to study and appreciate nature, why not direct that study to some useful end? Will a child love less to look upon the rolling uplands green with the winter wheat, if he also knows something of grain as a crop? Or will he grow to dislike the forest if he is taught a little forestry? Some have an idea that forestry teaches the preservation and the love of trees. It does so, but only when trees are considered as a crop, just as wheat or onions, or anything else that is raised for profit. Will the assumption of this standpoint interfere with esthetic appreciation of the forest? The author of a recent Farmers' Bulletin (No. 468, U. S. Department of Agriculture, 1911), Edwin R. Jackson, a Forest Service expert, does not think so. He believes that forestry may be taught in "nature-study" courses, and that the result will be satisfactory. He writes:

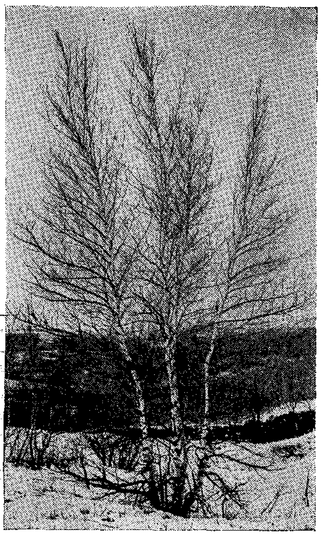
"It is well to keep in mind the distinction between forestry and 'tree-study,' as commonly found in nature-study courses. 'Forestry has to do with single trees only as they stand together on some large area whose principal crop is trees and which therefore forms part of a forest.' It is not the single tree, but the forest, where trees are considered not singly but *en masse*, which must be studied in developing the element of forestry in nature-study. The chief work of the forester is so to manage the forest that it will produce a paying crop or to preserve the forest from destruction for its protective influence. From this it will be seen that strict forestry is economic in its aims, while tree-study, as usually carried on, is largely esthetic. The practical forester has little to do with the use or growth of ornamental trees, or even with tree-planting as concerns merely individual trees. Such work properly falls to the landscape-gardener or the horticulturist.

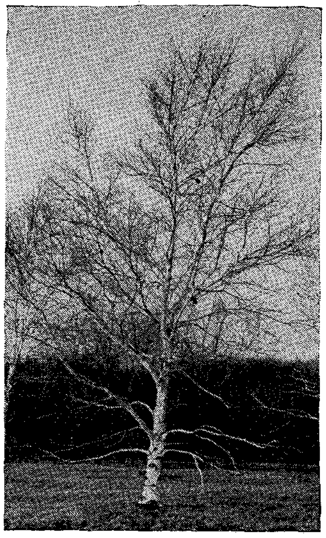
"It would be manifestly unwise to attempt to teach scientific forestry, as such, to children in the lower grades. Even in

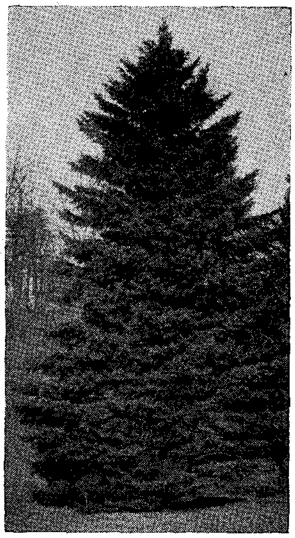


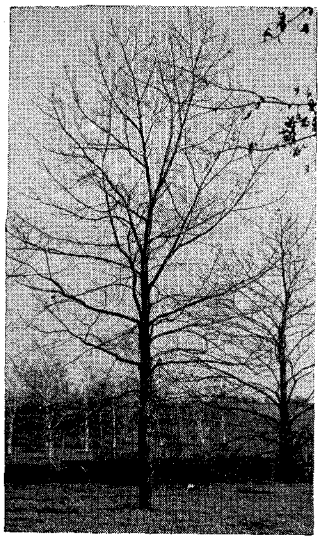
IDEAL VIEW OF THE CRATER OF ARCHIMEDES.

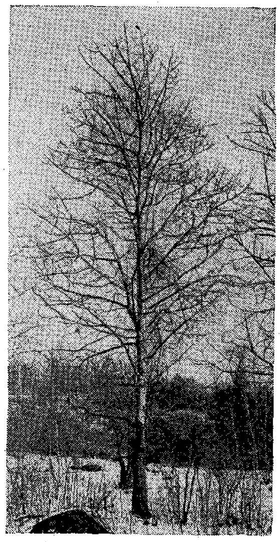
BLUE SPRUCE.


GRAY BIRCH.


PAPER BIRCH.


WHITE SPRUCE.


CHESTNUT OAK.


SMALL-TOOTHED ASPEN.

WINTER STUDIES OF NEW ENGLAND TREES.

"A tree in winter is far from being the characterless object many believe."

the upper grades and the high school it must be very elementary in its character. Nevertheless, a great many of the general principles upon which scientific forestry is based may be brought within the comprehension of young children. To lead up to the more advanced subject of practical forestry, however, it will be necessary to familiarize the pupil with the life-history of the tree and the processes of tree-growth. Therefore, especially in the primary grades, tree-study, with an occasional glimpse into the forest, should form the basis of the work. As the course develops, more and more time may be given to the forest and less and less to the tree. In the upper grammar grades the study of the forest naturally should be correlated with geography. In the high school, forestry properly claims consideration as a part of elementary agriculture, since the lessons of the wood-lot and its management are too important to the farmer to be overlooked. In those high schools where agriculture is not taught as a distinct branch, a great deal of forestry may be taught in correlation with such subjects as physical geography, botany, and manual training. In fact, many of the features incident to the study of forestry must necessarily be considered in the regular work provided for in the ordinary school curriculum."

The more informal the lessons are, Mr. Jackson thinks, the better the results. Pictures may be used, if necessary, but the real growing woods are better. A field trip with a teacher, preceded by a definite plan, yields the best results. Without a plan, such a trip degenerates into a mere picnic. The author gives an interesting program, reaching as far as the sixth grade, with fertile suggestions for trips and directions for assembling a collection of specimens. Some of the subjects to be studied are: "Wood structures and uses," "Enemies of the forest," "Forest industries," "The care and management of trees." Also:

"It must not be forgotten that an important end to be achieved in all this work is to cultivate the pupil's powers of expression as well as his keenness and accuracy of observation. To know a thing from having seen it is worth while in itself, but to be able to tell others about it is a still greater accomplishment. For this reason especial attention should be given in the upper grades to both written and oral composition based on the studies of the forest. Numerous opportunities in this direction will be afforded by these exercises, such as writing reports of the field trips or experiments and descriptions of the trees and features of forest growth studied."

Nor is summer the only season for tree-study. When the trees are leafless they present some actual advantages to the student. The two authors of a book on "New England Trees in Winter," Messrs. A. F. Blakeslee and C. D. Jarvis, of the Agricultural Experiment Station at Storrs, Ct., give this reason for their volume in the preface:

"At present there is no general work upon American trees which combines illustrations of the individual forms with keys for their identification based upon winter characters. The forester and lumberman, however, are more called upon to distinguish trees in winter, when leaves and flowers are fallen, than in summer. Trees, as the most conspicuous elements in the winter landscape, must also appeal to the student of outdoor life.

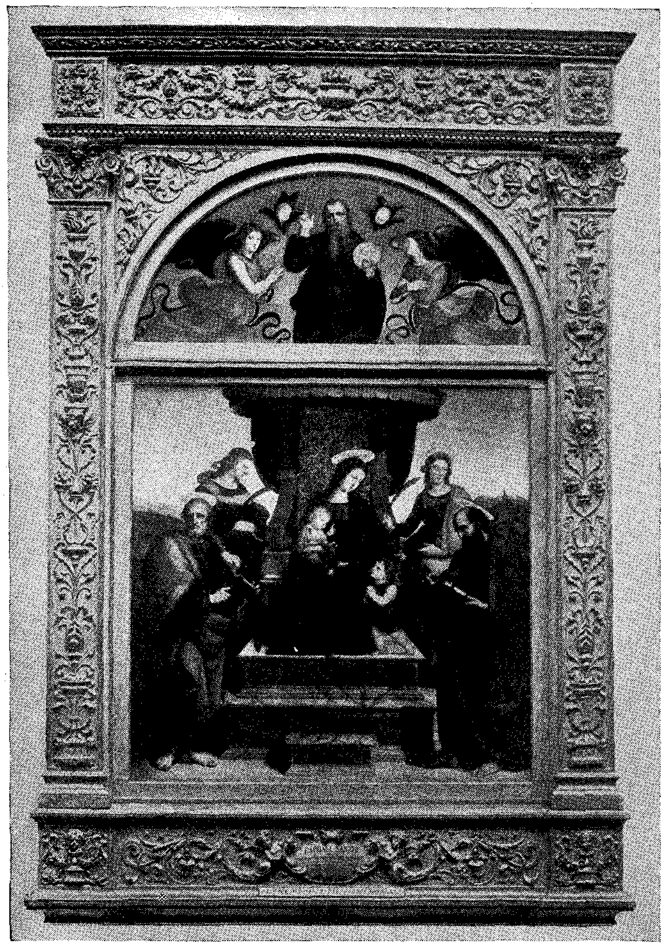
"The interest shown by classes of school-teachers in the summer school in identifying specimens of twigs collected the previous winter indicated that the winter study of trees can be taken up with enthusiasm by teachers in their schools. In our experience, the winter identification of trees has proven to students one of the most interesting subjects of their course. It is of decided value for its training in the power of accurate observation. The work comes at a time when material for natural-history study seems scanty and might, therefore, be used to bridge over the period between fall and spring, which are, unfortunately, considered by many the only seasons when study of outdoor life is possible in the schools. A tree in winter is far from being the characterless object many believe. Freed from its covering of leaves, the skeleton of the tree is revealed, and with the method of branching thus clearly discernible, the species may generally be more readily identified at a distance than in its summer garb.

"There are many forms, moreover, that are difficult to distinguish from summer features alone, but which in winter have twig, bud, or other characters which make their separation comparatively easy."

LETTERS AND ART

MR. MORGAN'S COLLECTIONS COMING

A FLUTTER was raised in two continents by the news that Mr. Morgan is about to bring to America the part of his art collections hitherto remaining in the Old World. The total value of these properties is estimated at $60,000,000. Aside from the feeling of the enrichment of public life which will follow from Mr. Morgan's placing these objects on exhibition in the Metropolitan Museum, there is taught a lesson on "the wisdom of a liberal attitude by governments toward the arts." In several daily news sheets this fact is pointed out. "It is the abolition of the tariff duties on works of art on this side, coupled with the menace of death duties on the other," observes the New York *Evening Post*, "that seems to have determined the moment for the enrichment of our art treasures." Mr. Morgan's representative has pointed out that owing to the inheritance tax exacted by Great Britain, to allow the collections to remain in England for the rest of his life "would have meant the ultimate payment by his heirs to the British exchequer of a sum not far from $1,000,000, and perhaps much more than that."



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MR. MORGAN'S "RAFFAEL."

Our duty on objects of art gave the British nation the benefit of this American possession for the past ten years. It has been one of the gems of the National Gallery.

The Victoria and Albert Museum in London will have withdrawn from it a large number of jewels, carved ivories, porcelains, and bronzes exhibited there for the past six years or more. These will be the first things to cross the ocean; then at intervals they will be followed by artistic properties of various kinds, this first instalment being less than a fifth of the number of Mr. Morgan's foreign possessions. The National Gallery will doubtless surrender the famous Madonna by Raffael, which it has been housing for ten years. Mr. Morgan's London home holds a vast quantity of valuable things, and other treasures are stored in places on the Continent. The New York *Sun*, in surveying these objects, gives a hint of the great public benefaction contemplated by their owner in removing these works of art to America. We cull paragraphs here and there:

"A complete catalog of the Morgan collections in London would make a whole library in itself if described after the fashion in art catalogs de luxe at the present day. Of the collections which are to be shipped at once there are six: bronzes, majolica of the fifteenth century, marbles of the fifteenth century, tapestries from the Kann collection, and two others, which are catalogued together, consisting of objects of art and gold-enameled jewelry.

"It was about the three Beauvais tapestries from the Kann collection that there was such a to-do made in Paris at the time of the Kann sale, the newspapers joining in a crusade to get the French Minister of Fine Arts to buy them for the Louvre.

"The Duveens had bought the entire Kann collection and the Louvre secured an option on the tapestries, but hesitated to purchase because of the price. It was said at the time that this option was extended through the courtesy of Mr. Morgan, but even then the French Minister of Fine Arts refused to consent to the purchase. A few days later, after Mr. Morgan had closed the bargain, the authorities of the Louvre, it was said, entered into negotiations with a view of getting Mr. Morgan to relinquish them, but he said it was too late."

The jewels include precious chains, badges, and medallions in enamel of the finest workmanship, some of them of highest historic interest. The collection of gold and silver plate, says the writer in *The Sun*, would be worth a page itself:

"One of the finest is a cup and cover of enameled gold, with the most delicate tracery in enamel. There are reliquaries, a pineapple cup, a chalice which belonged to the Abbey of St. Michael in Sienna, various other chalices, Paces, a portable shrine, and medallions. There is a wonderful cup of amber with a shell-shaped bowl, a stem of wrought gold, representing the Tree of Knowledge, and a base of amber, which is believed to have belonged to a cardinal in the sixteenth century. There are beautifully wrought objects in jade, in jasper, in onyx, in cornelian.

"Among the other wonderful things in this collection, which are not in the South Kensington Museum but at Princes Gate, is a mother-of-pearl toilet cabinet. Then there is a toilet-box of agate that belonged to Marie Antoinette, with complete fittings, down to a gold needle-case, a gold chest of drawers, and gold boxes.

"Apart from this particular collection, but in the lot that is to come from the South Kensington Museum, are the three wonderful Beauvais tapestries that came from the Kann collection. They are of the Louis XV. period, and are signed by Oudry, and dated 1732. They depict the comedies of Molière. One is 'L'École des Maris,' 11 feet 8 inches by 11 feet 9 inches, and the scene represents a square bordered by magnificent residences, with three figures on a yellow ground. The second is 'Le Dépit Amoureux,' 11 feet 8 inches by 12 feet 6 inches. It represents the entrance to a rich habitation, and in the composition are four persons. The third is 'La Malade Imaginaire,' 11 feet 8 inches by 10 feet 7 inches. It shows a room, with two figures seen in a garden through a window.

"It was only recently that Prof. Wilhelm Bode, the art authority of Berlin, finished the compilation of a catalog of Mr. Morgan's bronzes which are coming here. This collection, Professor Bode says, is to-day the most comprehensive and probably the most important to be found in private possession.

"There were just 225 objects catalogued, and the collection is exceptionally rich in Italian small bronzes of the Renaissance. Mr. Morgan has shown rather a predilection for the plastic in art bronze. He began to collect just at a time when it was thought that small bronzes had almost disappeared from the market, buying first several collections as a whole, and then, later, adding to the number whenever he came across a particularly good example.

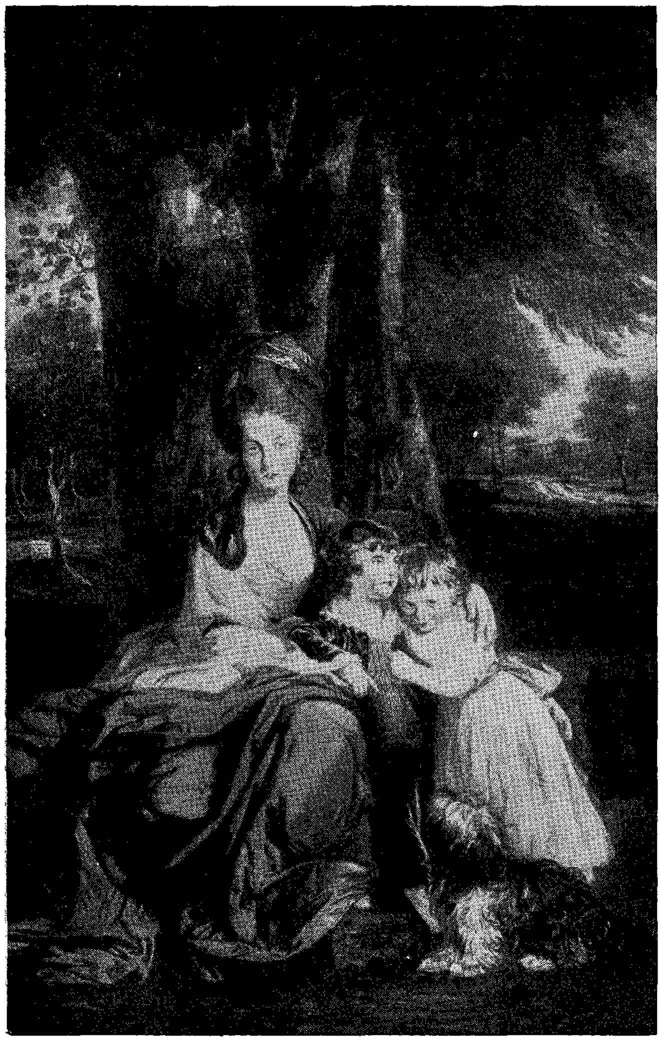
"In his possession are numerous examples that go back to the first half of the fifteenth century, some of which even such an authority as Professor Bode has not been able to fasten upon any particular master. But three he unhesitatingly proclaims to be works of Bertoldi di Giovanni, who flourished about the middle of that century, some belong to Bellano, and many are works of Riccio of Padua. Among these are a few that were not castings but original works. One, 'Susanne,' Dr. Bode pronounces a masterpiece. There is one fine group by Riccio, a sea monster bearing a nymph upon its back, and there are numerous figures of children."

The magnificent collection of miniatures and paintings kept at Mr. Morgan's house in Princes Gate, London, may not immediately come to this side, tho Mr. Morgan's son is quoted as authority for their eventual removal. We read:

"The value of the collection of miniatures has been estimated at $400,000, and that was some years ago, when values were not up to their present pitch. The value of the miniatures, even at double that figure, would seem small in comparison with that of the bigger paintings.

"For instance, the value of the ten Fragonards that are in the collection, the famous panels, has been stated to be as high as $1,000,000. There is a Raffael that has been appraised as high as $500,000. There are several famous Gainsboroughs, among them 'The Duchess of Devonshire,' which is said to be worth $150,000. A Rubens might fetch $125,000. One of Hobbema's landscapes might easily fetch $110,000. Some of the finest and most famous Reynoldses and Romneys are in the gathering, and there is no telling, with the popularity of the masters of that school at the present time, what prices might not be paid for them were they attainable.

"The collection is not only fairly large, but representative, comprizing many examples of the Dutch and Flemish, the French, the Italian, the Spanish, the English, and the modern schools."



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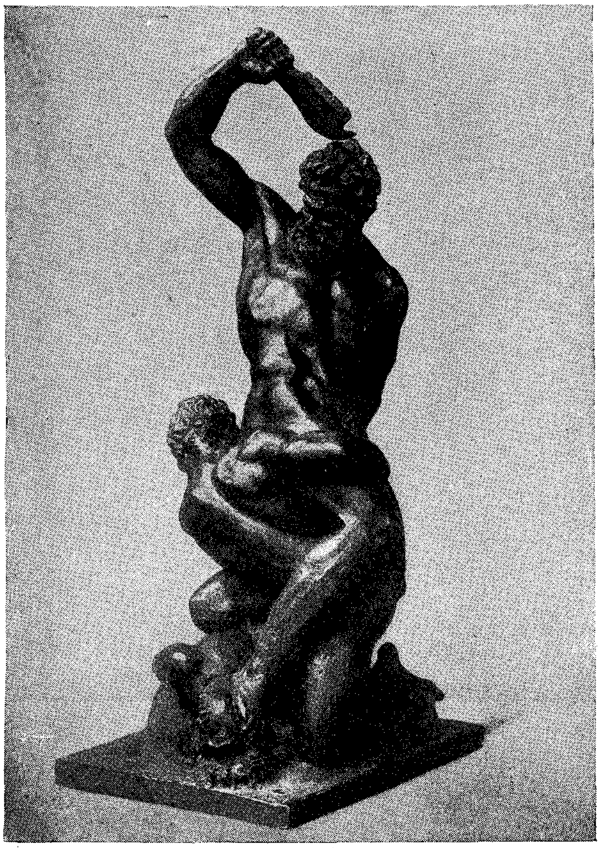
LADY BETTY AND CHILDREN.

By Sir Joshua Reynolds.

One of the fine paintings in Mr. Morgan's London house that will ere long come to America.

It was not to be expected that Great Britain, suffering under the loss of so many works of art, should look upon this additional drainage without regrets. The London *Times* points out some possible influencing causes, and incidentally reads its public a lesson:



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SAMSON SLAYING THE PHILISTINES.

A Michelangelo in the Morgan collection.

"Mr. Morgan has a perfect right to withdraw his collections without assigning any definite reasons. It is believed that he has more than one just cause of complaint, for some of his exhibits are still unlabeled, while others are inaccurately described in the officially printed labels.

"Overcrowding and indifferent display are two other just points of complaint. It is quite obvious that a benefactor such as Mr. Morgan deserves a little more consideration than is implied by the usual printed form of acknowledgment or a letter.

"Red tape has often been a curse of our public institutions. So far as Mr. Morgan and the Victoria and Albert Museum are concerned, it may be pointed out that Mr. Morgan has a very great claim to consideration. Roughly speaking, he has about £300,000 ($1,500,000) worth of jewels, £100,000 worth of carved ivories, and similar or even larger amounts in bronzes and porcelains on loan at the Museum, where his art treasures are displayed in thirty or forty cases.

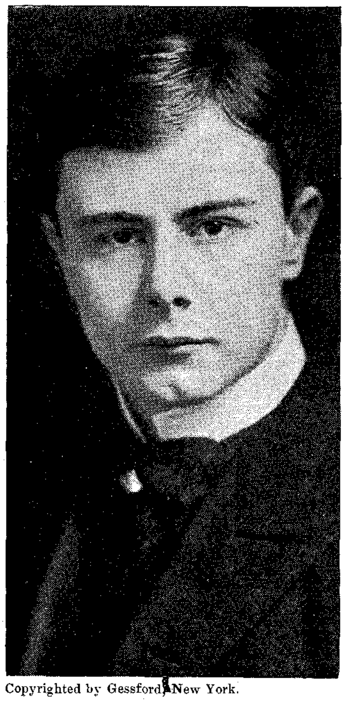
"The withdrawal of these would leave a disastrous blank, which could not be filled up for many years, and it is to be hoped that it is not too late to overcome the consequences of official short-sightedness.

"In striking contrast to our treatment of benefactors *in posse* or *in esse* is the Continental way of diplomacy. To take, for the mere sake of example, Mr. Morgan himself. He has been decorated by the German Emperor with the Order of the Black Eagle, Belgium has conferred upon him the Leopold Order, France the Legion of Honor, and Italy the Order of St. Lazarus.

"Such honors are a just reward for princely gifts."

JOSEF HOFMANN ON MODERN MUSIC

RUSSIA'S APPROACH to preeminence in art is glimpsed here and there in such articles as the one we quote from Mordkin on the art of dancing. The Russians are also, by the testimony of one of the greatest of world-pianists, supreme in music. "The present-day Russians," says Mr. Josef Hofmann, "are lineal descendants of the great musicians. . . . Their school is the natural and sincere one, I think, and I do not believe that any other modern school of music in Europe is its equal." Mr. Hofmann's eminence makes him qualified to speak. From all appearances his drawing power now matches Paderewski's in his palmiest days. Carnegie Hall in New York was a week ago crowded to utmost seating- and standing-room capacity, with a semicircle of three or four hundred seats on the stage filled with people, while Mr. Hofmann played a program of Beethoven, Schumann, and Chopin. "No one makes less appeal to the public interest through extraneous and inartistic consideration," says Mr. Aldrich of the New York *Times;* "none so much abhors the sensational, the exploitation of self; no one else before the public gives less employment to the press agent, even of the most matter-of-fact type; no artist is less of a virtuoso in the unworthy sense of that word." Mr. Hofmann's comment on Russian music is given to an interviewer of *The Times* in these interesting observations:



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JOSEF HOFMANN,

Who equals Paderewski in popular favor; at the same time, says a critic, "no one makes less appeal to the public interest through extraneous and inartistic consideration."

"Rachmaninoff is perhaps the most natural and sincere of the Russian composers. Then there is Scriabine, who has written much really good music. He, too, however, has his failings, and, like the modern Frenchmen, writes much that is only written for the sake of novelty. He has composed a new work, I understand, for which the hall has to be especially perfumed. As one listens to his symphonic poem one inhales the odor. Imagine music which needs to be smelled! Of course this sort of thing is all right as long as the novelty lasts, but when it wears away what remains?

"Glazunow is one of the modern Russians with whom I am not much in sympathy. He is a great musician, and knows the business of his art thoroughly, but that is all. His music is too heavy. But the man has an extraordinary memory. I remember once when I was playing the Schumann concerto in St. Petersburg, Glazunow came up to me after the performance and asked: 'Why did you play F sharp?' 'What do you mean?' I asked. 'You played F sharp instead of F natural on the thirty-second bar of the third page.' There is Glazunow. Of course, few pianists have ever succeeded in playing through a concerto from memory, and getting every note right, especially if they rehearse from memory.

"That reminds me of a story of De Pachmann, who was sitting in the third row at a performance Rubinstein gave in his prime. Pachmann burst into hilarious laughter. He rocked to and fro. Rubinstein was playing beautifully, and Pachmann's neighbor, annoyed, demanded of him why he was laughing. Pachmann could scarcely speak as he pointed at the pianist and said: 'He used the fourth instead of the third finger in that run? Isn't it funny?'

"A memory like Toscanini's is a different matter. That is a memory of the musical idea, a poetic memory. I doubt if there has been another like it in the history of music. That man's genius and memory are the marvels of the musical world. How he can conduct a work like 'Tristan'—or anything else—without a score is something to be marveled at."

Mr. Hofmann's own memory is equal to the highest demand of the most expert concertizer. Its secret is here disclosed:

"First I study a work at the piano, and later, altho I do not seem to be thinking of it, I find that I have absorbed it. Little by little it settles into my brain. And in two or three days, when I am ready to play it, it is all ready.

"The G-major Rubinstein concerto . . . isn't understood, because it is simple music, but there are heart and warmth back of it. You mustn't judge a man by his clothes. Well, the clothes of the G-major concerto are simple, plain almost, but the work has heart. I like it, perhaps, less than the D-minor concerto, but I am very fond of it. I have played it in New York before now, and many times in Russia, altho of late years I do not play Rubinstein as much as I used to.

"It is very difficult to find new concertos. And I am inclined to believe that there is little modern music of much account, always excepting the Russian school. I do not care at all for the modern French school. I go to hear 'Ariane et Barbe-Bleue,' for instance. I understand every note. I know what Dukas is trying to do, but it has no appeal for me. It is the same with his piano sonata, difficult but not inspired. Debussy also seems affected, altho some of his earlier work I like. I am playing the 'Soirée en Grenade' in Boston. The 'Estampes' are pretty music.

"The Germans do not write piano music. Some paper in Frankfort took a vote about the piano, whether it would survive or not, and half the answers were unfavorable. These half were written by Germans. You see, there are no great German pianists, if one excepts Bachaus and Sauer; no North German pianists. The composers do not write piano music as a result. And there is really only one great German composer, Richard Strauss. However, much of his music is not real; too much of it is studied.

"If a thing is good I don't care what it is. Good banjo-playing interests me. I should prefer hearing 'The Merry Widow' many times to hearing an indifferently written serious opera. . . . . . .

"A man must be a pianist to write a successful piano concerto; while a man who can write for the orchestra can write a violin concerto with some consultation with a virtuoso about the passage work. But the piano parts in a concerto require pianistic knowledge and pianistic experience. The piano is a little orchestra itself, and must be written for like the big orchestra."

THE SILENT LANGUAGE OF THE BALLET

PERFORMERS in the ludicrous are sometimes first-handed in teaching us serious ideas. The people who flock in thousands to see the Russian dancers may fail to be drawn by much more than mere sensuous attraction; but a performer in a music-hall taught a profound truth in a recent burlesque of pantomimic dancing. He began by giving the audience some remarks about ballets, pantomime, and the like, and then announced that he would "translate for the audience the inner meaning and method of execution of pantomimic dancing." After executing a few ludicrous steps he turned to the audience and said, "Those steps are supposed to indicate that the girl's lover is dying in Pittsburg and that she is going to catch the first train to Altoona, where she will change cars and arrive at his bedside to-morrow morning." It happened that Mr. Mikail Mordkin, the Russian dancer, was among the spectators, and while enjoying the joke is led to observe in *The Sunday Magazine* that there was really much truth back of the jest, and to reflect on "how little the American audience seemed to realize that pantomimic dancing was capable of even greater expression and meanings than the burlesque actor, in his comical exaggeration, insinuated in this spirit of ridicule." What is so unfamiliar to us as to move us mainly to ridicule is almost the most serious affair of the stage in the Czar's Empire, as he goes on to show:

"In Russia we have been taught that great drama—the real, pulsing, vital drama of the real world—is silent drama. The most dramatic moments in a man's or a woman's life are rarely accompanied by words. Great feeling, deep emotion, in everyday life, is scarcely ever accompanied by speech. The heart, the chief organ of life's profound drama, can not talk. And this is one reason why dramatic dancing—the interpretation of drama by body movement—is fostered by the Russian Government as the leading national art; this is one reason why drama conveyed through the ballet is the most popular form of theatrical entertainment in the Czar's land.

Photograph by Frances Benjamin Johnston.

MIKAIL MORDKIN,

Posed in his famous "Arrow Dance."

He declares that the silent drama of movement "reveals a species of play-writing little known to the people of English-speaking countries."

"The silent drama of movement reveals a species of play-writing little known to the people of the English-speaking countries. Its concrete manner of development and its secrets have never, to my knowledge, been set down concisely in the public prints; and its intrinsic manner and the dramatic masterpieces that have been evolved through it seem to be shrouded in a mist of misinformation."

Mr. Mordkin names over a number of ballet-dramas like "The Lake of the Swans," "The Temptation of Tamaragna," "Giselle," "Le Pavillon d'Armide," "Prince Igor," and others, and marvels that these works should not be as familiar to nations farther west than Russia as they are to the Muscovites themselves:

"It has always seemed curious, to say the least, to us Russians to learn that the natives of other countries than our own were wont to smile condescendingly and tolerantly—at least until the *fact* of silent drama was imprest upon them—at the claims Russia had made for attention to the drama of dancing. Curious, we say, because the tradition of the force and power of this art has been handed down to us of later days from the far-distant times of ancient Greece. In the records of history, remember, we encounter the statement that 'At Athens the danced drama of the Eumenides, or Furies, in the theater had so expressive a character as to strike the spectators with irresistible terror. Men grown old in the profession of arms trembled, the multitude ran out, and people imagined they saw in earnest those terrible deities, commissioned with the vengeance of heaven to pursue and punish crimes upon the earth.'

"Russia, of all nations, has been a militant leader in fostering the renaissance of the danced drama."

It is no child's play that the little Russian children submit to when they begin their lessons at six or eight and hope to achieve a début at sixteen or so. Even when the body has been conquered the mind is severely taxed, as this famous pantomimic dancer shows us:

"I remember, when I was studying the secrets of dramatic dancing, that I was compelled to practise for almost an entire year before my master condescended to assure me that I had grasped the manner of portraying the single, isolated dramatic quality of hate with my body in movement. Not with my face, my features, mind you; but with my body! How, then, was I schooled in this single silent emotion? Let us suppose, for instance, that my test exercise was to express with my body the sentiment contained in the sentence, 'You have done me a grievous wrong and I hate you!' which is one of the most difficult of the studies.

"First, the quality of hate is analyzed by master and pupil. What is hate? Hate implies that one is inflamed with extreme dislike. Hate is the direct opposite of love. The master and pupil, accordingly, proceed backward. Love means exhilaration. When love exhilarates, the body and the feet feel light. It all follows out the old saying that 'The man who is in love feels as if he were walking on air.' This saying, traced back to its source, will be discovered to have been born amid the secrets of the old dance drama wherein the quality of love was conveyed to the audience by the dancer's lightly tripping feet. It works in a circle, you observe!

"Now, hate, being the opposite of love, must make heavy feet. In real life, it is the same as in the dance drama. The latter, in its every detail of emotional expression, is based on the same thing as it obtains in the workaday world. If you have seen a man of your acquaintance consumed with hatred, and have noticed his feet at the moment when his feeling of animosity was screwed up to its highest pitch, you have undoubtedly observed that his feet actually looked heavy, that they literally hugged the ground. Accordingly, in the silent drama of motion, this is the first lesson to the pupil in the conveying of the quality of hate in the danced play. The feet, however, are only one item. The body must shoot the idea of hate across the stage into the auditorium in lieu of dialog and in lieu of the usual large reliance upon mobile features and facial expression. The secret of conveying the idea of hate, as of the numerous other emotions, through the body, has been gained by the Russians only after a long and thorough study and observation of men and women in real life when they were enveloped in a spirit of hatred. As many persons who have not studied the matter in point carefully may suppose, the body is not inclined forward, toward the object of hatred. Neither is the body drawn back.

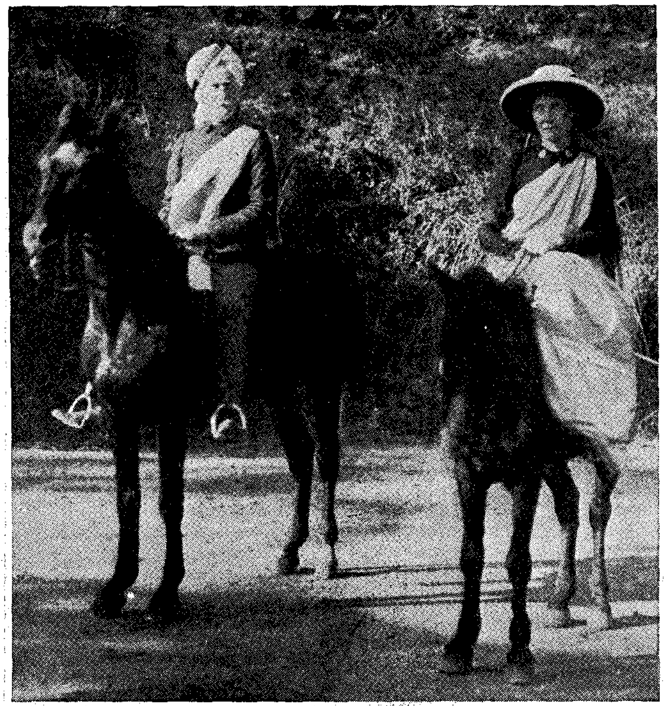
"As a matter of fact, when a man (or a woman) hates another man, his hatred projects back into his head a spirit of strength in himself, and his body takes on upright rigidity. Show this through the body of the dramatic dancer, and your audience will *feel* the quality of hatred that has to be projected by the dancer at once, even if the audience has long believed that the body takes on a different attitude in hatred."

The supreme demand for effecting the realism of this silent drama, concludes Mr. Mordkin, "is a continued projected semblance of spontaneity"; "ocular opera, or the silent drama of the dance, is nothing more than sublimated moving pictures."

RELIGION AND SOCIAL SERVICE

REACHING THE HEART OF INDIA

CHRISTIAN MISSIONARIES have accomplished wonders among the lowest and most deprest classes of India; indirect effects of their work seem to be pervading the whole fabric of Indian national life, and, in fact, the progress of Christianity has so alarmed the leaders of Brahmanism as to cause a counter missionary movement on the part of that religion, a movement for a "revivified Hinduism." Nevertheless, after a careful survey of the religious situation in India, Mr. Harold Begbie, an English layman, insists in his recent book, "Other Sheep," that there to-day "the Darkness of Asia withstands and repels the Light of the World." One reason for this, of course, lies in the inherent difficulty in introducing our Western religion among those "sullen, silent peoples" who cling so stubbornly to the faith of their fathers. But Mr. Begbie points out certain weaknesses in the missionary attack upon the old worships of India, and he furthermore shows that the success of the Salvation Army there is due to its having seized upon the most sure road to the hearts of the downtrodden millions of that ancient land.



Courtesy of "The War Cry."

"FAKIR SINGH."

Commissioner and Mrs. Booth-Tucker on a missionary journey in India. "Fakir Singh," the organizer of Salvation Army work in India, rides forth, says Mr. Begbie, "in turban and dhotee on the Rocinante of Salvationism to perform prodigies of valor and to win against all the giants of this world no less a kingdom than India."

One serious defect in missionary work everywhere is the denominational rivalry, with the consequent differing forms of worship. Another, especially harmful in India, we are told, is the overelaboration of the services of many of our mission churches. The non-Christian people either fail to recognize the essential spirituality of Christianity differing from their own ceremonial worship, or those of them brought up in the more simple faiths of the Orient find it actually distasteful. Says Mr. Begbie:

"A Christianity which is priestly in character, and which savors in the least degree of magic, can not look for the conversion of India, where an immemorial priesthood and a thorough and explicit magic are masters of the situation. I can easier believe that Brahmanism will eventually color this priestly and sacrificial Christianity, carrying our ritual and our ceremonial still farther from the majestic simplicity of Jesus, than that such a Christianity will ever convert India from her unrest and her pessimism to the faith of a little child and the peace that passes all understanding."

He adds in a note that the chief obstacle to an understanding with Mohammedan people in the East "is the ceremonialism of Christianity, regarded by all Mussulmans as blasphemous idolatry."

But the "mightiest blunder" of Christian missionaries "lies in a different direction." The Hindus, terrorized by their fear of evil deities, look upon "prayer to a benign and loving Heaven-Father" as either "superfluous or of the nature of insult; whereas, surely it is most just and reasonable that poor and defenseless humanity should kneel and humble itself before those black and awful powers which afflict it with a chastisement utterly unthinkable from a God of Love." And "to a people in whom this conviction is fixt and stedfast," our missionaries "have presented the idea of a good God who is the author of all their mischief, and whose mercy can only be procured by abasement and supplication."

"They have attempted to teach the Indian what it is impossible for a rational man to believe or for an honest man to prove—that a Creator who is perfect goodness and perfect love requires to be moved by prayer before he will act with ordinary kindness toward his creatures; and that prayer to such a God, faithfully prayed, will do away with all the distresses of humanity. . . . . .

"The Indian still thinks that our religion implies a God who made the world and blundered it: who, having made it, repented of his work and left the devil to do with it what he would; and who afterward incarnated himself for a few years and failed to overcome the power of his adversary. It is most difficult to make the average Indian mind conceive of a God now and always associated with humanity, a Creator who is still creating, a Light that is still shining, and an Energy that is still redeeming and uplifting.

"A young Hindu educated at Oxford said to me on this subject: 'If the missionaries had talked to us more of salvation and less of damnation, Christianity would have made real progress among our educated people long before now.'"

To its direct methods, to its emphasis on the fact of salvation, to "the hopeful and persuasive tone of its teaching," and to "the earnestness, humility, and native simplicity of its teachers," Mr. Begbie attributes the extraordinary success of the Salvation Army in India. They have preached the gospel in its simplest form, they have gained the confidence of the lowest classes by adopting their garb, living with them, attracting these childish folk by their singing and their beating of drums, leading them to Christian life by the straightforward recital of the Christ-story. It must be remembered, and the author cites several authorities on this point, that it is among the masses in India that the most successful missionary work can be done. Indeed, he says, "if Christianity ever does prevail in India, it will come from below." We told something of the work of the Salvation Army in India in these columns a few months ago. Mr. Begbie tells more. He tells of the life and work of Commissioner Booth-Tucker, who, as Fakir Singh, went about among these people doing good; of the work of the devoted Salvation Army workers; of the miraculous conversions, the transformations in the lives of individuals and communities. We are reminded that the Government of India has settled one of its most vexing problems by placing several of the outlaw tribes in settlements under the care of the Salvation Army.

The Government provides the territory, and brings the "criminal tribes" into it, and the Salvationists are responsible for their regeneration. And so far, according to official statements, the results have been most satisfactory. Mr. Begbie has visited the settlements of the Doms, the Bhatus, and the Haburas. He found the people being turned from their long-inherited evil ways, being taught useful occupations, and being gradually brought to a knowledge of the Christian faith.

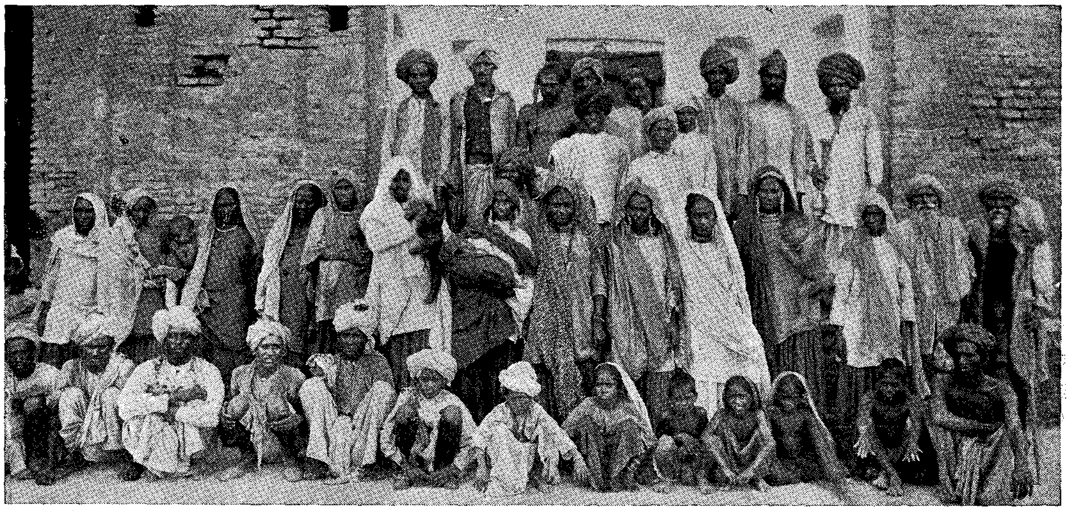
So the Salvation Army is reaching the heart of India. In their work this writer sees a hint for other missionary workers. In conclusion, he would remind us that altho "the religion of Jesus has exercised a vast and miraculous effect on the peoples of India," this influence would have been "vaster, more miraculous and *direct*, if Christianity had been presented to India by a united and rejoicing Christendom as the blessing and good-news of a Heaven-Father." Let us "present to India a single message of the essentials of Christianity."

CATHOLIC SUCCESS A SPUR TO PROTESTANTISM

THE CATHOLIC CHURCH may see herself effective in building up the Protestant denominations as well as her own hierarchy, if the call of a leading Protestant organ is answered by the efforts of its church. *Zion's Herald* (Boston), New England's Methodist paper, thinks "the time has come for the Church as a whole to awaken to the situation" of a militant Catholicism. "In every hamlet and in every city there must be intelligent, consecrated work for the building-up of the local churches," this journal declares. Where foreigners are to be found—and where are they not?—"we must reach out in every possible way to save them to a pure Biblical Christianity." The alarm here indicated may not be felt in like measure by all who observe the exciting causes. These causes are, of course, the recent public demonstrations over the papal honors recently bestowed upon three leading American ecclesiastics. But to *Zion's Herald*, "unless all signs fail, the last stand of the Roman Catholic Church for supremacy is to be made in the United States of America." "All the power of the great organization built up under Hildebrand and developed throughout the years by his successors is to be concentrated upon this country." We read further:

> "This is the explanation of recent events and of announcements that have found their way into public print. The elevation of American prelates is significant. So is the statement that the country is to be divided into eighteen ecclesiastical provinces, or subdivisions, for convenience of administration. These straws all indicate the direction of the blowing of the wind—Rome is determined to conquer in the United States.
>
> "As a matter of fact she must. Her power in the Old World is all but gone. France has left her, Portugal has repudiated her, Spain has broken with her, Italy openly defies her. What is there left? Austria? Yes, but hardly anything else. If Rome is to continue a power, then she must become supreme on this side of the Atlantic. And here in the United States of America is to be made the last stand.
>
> "Is this simply a fantastic statement? Not at all. Within a few weeks there has appeared from the press of a leading American publishing-house a book written by Abbé Felix Klein, of France. It is called 'America of To-morrow.' In the course of the work the learned French author, already known to the American reading public by his volume, 'In the Land of the Strenuous Life,' discusses the growth of Roman Catholicism on this side of the Atlantic, and dwells upon the work of the Catholic Extension Society. He concludes by saying:
>
> "'With the increase of funds the power for good of the young society is rapidly augmenting, and it will not be long before the Church of Rome will have nothing to envy the Protestant Churches, as far as their home missions are concerned; and if already, without this means of diffusion, it has developed two or three times as fast as the most prosperous of the Protestant sects, what will not now be its progress! It may in a quarter of a century prevail over all the other confessions combined; *it may make of the United States, according to a dream that is no longer merely visionary, the first Catholic nation of the world.*' (The italics are ours.)
>
> "There you have it, spoken right out in the open. Here on American soil would the Roman Catholic Church establish itself in mighty power. It may be making virtue of necessity, as there is nowhere else for Romanism to go. But, be that as it may, the fact is the same.
>
> "Even here do we find a challenge to Protestantism. It means that here on American soil is to be fought to a finish the battle of the Reformation."

The Methodist journal, disclaiming all suggestions of "bigotry," asks its followers if they "believe that our fathers were right in breaking with Rome years ago"; furthermore, do they "believe that the doctrines promulgated by Protestantism are the proper interpretation of the Word of God"? While declaring its purpose to fight, this paper finds in the organization of the Catholic Church the best examples for its emulation.


Courtesy of "The War Cry."

A "CRIMINAL TRIBE."

A group of people from one of the criminal tribes in the Punjab, whose material, intellectual, and spiritual rehabilitation has been undertaken by the Salvation Army. This work is done by Government grants, and is recognized by the authorities as the best practical solution of one of the most difficult problems of Indian administration.

> "Do we want a Roman Catholic America? If not, we must be prepared to meet the challenge of the present. We must meet statesmanship with statesmanship.
>
> "One of the most significant steps in connection with the new program that Romanism is enunciating in this country is that of dividing the United States into great subdivisions in order to get adequate leadership. Romanism has always made much of this. In every great center in the country she has her strong men, bishops and archbishops known to all, who by continuity of residence acquire influence and power and are in a position to lead their forces to great victories. It is upon this leadership that the Pope counts to make the United States of America 'the first Catholic nation of the world.'
>
> "May we not learn a lesson here? That we have gained notable victories under our present system of leadership is not to be gainsaid; but the time has come to adapt our

system of work to the newer condition. Let us determine as a church what are the strategic centers of the United States, and then let us station there strong, inspirational leaders—men who will be able to touch the life of the entire section, and by continuity of residence will come to exert a mighty influence.

"We have as strong men in our connection as are to be found in the Roman Catholic Church. But what man is there among us who can command the attention that do some of these prelates? Ireland, Farley, O'Connell, Gibbons—these, and many more that might be named, have, by the very fact of their residence in certain places, acquired power for Roman Catholicism, and through their leadership have built up their Church in the parts of the country where they are stationed. We, on the other hand, have kept our leaders in the saddle, moving all over the country, and all over the earth, and as a result some are hardly known in the city of their residence. All of which is not so much to be charged to them as to the system under which we have operated.

"And now the time has come for us to meet the issue squarely. We are face to face with a situation. Methodism, as perhaps no other church among the Protestant denominations, is fitted, by its aggressiveness, its inheritance, and its natural genius, to meet and resist Roman Catholicism. It must do its full share, and perhaps more, to save this country to Protestant Christianity.

"The time has come for the Church as a whole to awaken to the situation."

FAINT HOPES OVER CHURCH STATISTICS

When a percentage of less than one and seven-tenths represents the increase in numbers of churches and communicants in the United States, it "can not be considered as at all satisfactory." So says Dr. H. K. Carroll, whose annual statistical article it is our habit to quote in abridged form from *The Christian Advocate* (New York). Still he sees grounds for encouragement in the fact that this small percentage is "somewhat greater" than the increase for 1910. The figures representing our latest returns show that there are 221,197 churches and 35,836,190 members in the United States. The total increase for 1911 is 1,990 ministers, 2,832 churches, and 594,366 communicants. Dr. Carroll complains of the lack of carefulness of some denominational statisticians both in collecting and compiling, who "too often substitute estimates or guesses for exact returns." Variations appear from year to year for which no apparent cause exists, "except inexcusable mistakes." The Christian Scientists, as was the case last year, give figures for ministers or readers and societies, but none for members. The Christian Catholic Church, otherwise known as the Dowie Movement, refuse to give any statistics. The Disciples of Christ furnish no returns for 1911. "Those given in these columns for 1910 were found to be incorrect, the total of communicants being considerably smaller than was then reported, as the figures for the whole world instead of for the United States were reported." In the statement for 1910 of the present tables they are given in corrected form. Dr. Carroll makes some comments on the reported increases of several leading denominations:

> "The Methodist Episcopal Church, which has been one of the most active evangelizing and prosperous denominations, reports, it is true, a larger increase than usual—nearly 48,000—but its percentage is a fraction below the average. The Presbyterian Church (Northern) falls below one per cent. and the Protestant Episcopal Church barely reaches two per cent. The average net increase of the Methodist Episcopal Church is less than two for each of its churches, that of the Northern Presbyterian is a little over one, and that of the Protestant Episcopal Church is somewhat over two. The losses by death, removal, exclusion, etc., must be much larger than formerly, or the ingathering through the Sunday-school, revivals, etc., must be smaller. The net increase during the decade ending with 1910 was about 786,000 a year."

The following table gives the order of denominations:

DENOMINATIONS.	RANK IN 1911.	COMMUNICANTS.	RANK IN 1890.	COMMUNICANTS.
Roman Catholic	1	12,556,612	1	6 231,417
Methodist Episcopal	2	3,234,822	2	2,240.354
Regular Baptist (South)	3	2,304,724	4	1,280.066
Methodist Episcopal, South	4	1,892,454	5	1,209 976
Regular Baptist (Colored)	5	1,799,222	3	1,348,989
Presbyterian (Northern)	6	1,340,310	7	788,244
Disciples of Christ	7	1,308,116	8	641,051
Regular Baptist (North)	8	1,211,426	6	800,450
Protestant Episcopal	9	947,320	9	532,054
Lutheran Synodical Conf.	10	780,938	12	357,153
Congregationalist	11	741,400	10	512,771
African Methodist Episcopal	12	620,234	11	452,725
African Meth. Epis. Zion	13	547,216	13	349,788
Lutheran General Council	14	467,495	14	324,846
Latter-day Saints	15	350,000	21	144,352
Lutheran General Synod	16	309,702	20	164,640
Reformed (German)	17	297,829	15	204,018
United Brethren	18	291,461	16	202,474
Presbyterian (Southern)	19	287,174	18	179,721
German Evangelical Synod	20	253,890	17	187,432
Colored Methodist Episcopal	21	234,721	24	129,383
Spiritualists	22	200,000	39	45,030
Methodist Protestant	23	183,318	22	141,989
Greek Orthodox (Catholic)	24	175,000	138	100
United Norwegian Lutheran	25	170,088	26	119,972
United Presbyterian	26	136,850	27	94,402
Lutheran Synod of Ohio	27	131,923	33	69,505
Reformed (Dutch)	28	117,288	28	92,970
Evangelical Association	29	109,506	23	133,313
Primitive Baptist	30	102,311	25	121,347
Dunkard Brethren (Conserv.)	31	100,000	35	61,101

The "Official Catholic Directory" unfortunately is not published in time to furnish us with the latest returns from the Catholic body, which differ always from the estimates of Dr. Carroll's method of compilation. We are compelled to quote from the 1911 edition of the Directory, which gives the total Catholic population of the United States proper as 14,618,761; number of priests, 17,084; churches, 13,461; parochial schools, 4,972. These figures, we are informed, will be considerably increased by the tables to be published in the 1912 edition. Dr. Carroll's table of denominational families, showing their order in size, is this:

DENOMINATIONAL FAMILIES.	RANK IN 1911.	COMMUNICANTS.	RANK IN 1890.	COMMUNICANTS.
Catholic (Roman, etc.)	1	12,575,085	1	6,257,871
Methodist	2	6,819,660	2	4,589,284
Baptist	3	5,634,565	3	3,717,969
Lutheran	4	2,289,897	5	1,231,072
Presbyterian	5	1,944,181	4	1,278,362
Episcopal	6	956,930	6	540,509
Reformed	7	451,938	7	309,458
Latter-day Saints	8	400,650	9	166,125
United Brethren	9	311,834	8	225,281
Dunkard Brethren	10	123,677	13	73,795
Friends	11	122,796	11	107,208
Adventists	12	95,764	14	60,491

Dr. Carroll pays a tribute to the valuable information again furnished by the Lutheran statistician, Prof. J. N. Linker. Of the nationalities found in this denomination we are told:

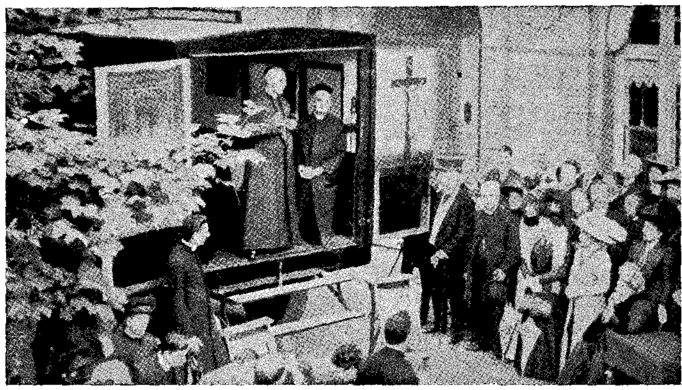
> "There are three Finnish synods, and Finns are also found in Swedish and English churches. There are about 300,000 Finns in the United States. The Esths, of Esthland, who speak Esthonian, but understand Finnish, are also here in considerable numbers, but with only one pastor in the United States, and one in Alberta, Canada. The Lutheran work among the Hungarians, of whom there are large numbers in this country, seems to be quite small, tho the Lutheran element in the Evangelical Church of Hungary forms about one-seventh of the whole. The Slovaks, who, like the Hungarians, belong to the Slavic race, are gathered into a synod.
>
> "The Slavs, including Russians, Poles, Bohemians, Slovaks, Slovenians, Servians, Letts, and Lithuanians, have come here to the number of something like 2,500,000. Mostly they are from Eastern Europe. The immigrants quite generally know German and large numbers join the German Lutheran Church, while their children go into the English Lutheran Church. Of course the body of the Poles are Roman Catholic, and most of the Russians, Servians, and Slovenians Greek Orthodox.
>
> "The various Lutheran bodies are gaining in organization, in equipment, and in numbers. For benevolences they raised in 1911 $2,832,800, and paid something like $12,500,000 in local expenses. The value of their church property reaches nearly $84,000,000. The number of institutions of various kinds which they maintain is very remarkable."

MOTOR-TRUCKS AND MOTOR-CARS

THE REFORM IN CHAUFFEURS

THAT owners of cars are now paying smaller wages and getting better service from chauffeurs than in former years is a pleasing theme set forth by Julian Street in *Collier's Weekly*. The chauffeur of five years ago was an ill-regulated person—a grafter, an autocrat, not infrequently an insolent and often a brutal person. Lawlessness in an employee could scarcely go further than it went in him. Times have changed, and for the vastly better.

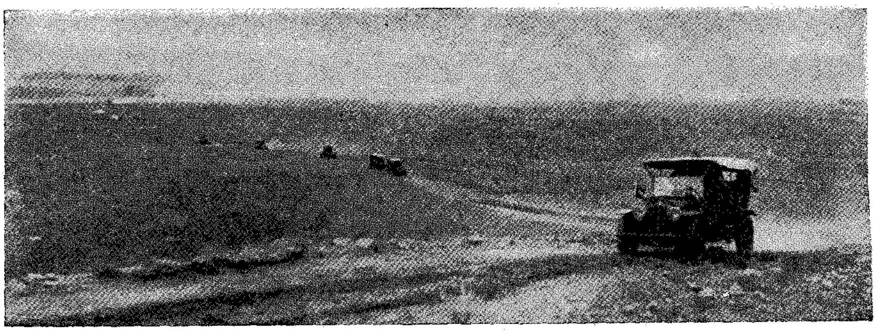
Mr. Street, knowing that many large automobile agencies had bureaus of employment for chauffeurs, recently made a visit to one of them, where, seated around a table playing cards, he found chauffeurs of eight or twelve years' experience, all of whom declared that in their line of business matters were in a bad way. Asked for the reasons, they gave several, among which were the giving of preference to graduates of automobile schools, the influx of European chauffeurs, and the negro. In general the field was declared to be over-crowded, great as the demand has been. One of the men who had been four years in one place at $35 per week had left because his employer "wished him to wash and polish the car." He had long been waiting for another place, and was now willing to take one at $25, but his employer had filled his old place with a man at $20. Turning then to the manager of the employment bureau, Mr. Street secured some interesting information. Among other things the manager said:


From "The Autocar."

A MOTOR MISSION CHAPEL RECEIVING THE BLESSING OF THE ARCHBISHOP OF WESTMINSTER.

"Most of them [the new men] are not highly trained mechanics, as the old-timers were, but that is no drawback now. No remarkable mechanical skill is required to keep a good modern car running. We want men who will let our cars alone, instead of tinkering with them. A new car ought to run at least a year with hardly an adjustment, and the best proof that many cars are doing this is the fact that many ladies are running their own machines.

"The chauffeur of to-day is not coming from the mechanic class. People want him not only to be a servant but to know that he is a servant. The demand for the old-school chauffeur is, therefore, steadily decreasing. Former coachmen are more and more in demand. So are foreigners. And there is a tendency on the part of many gentlemen to take a young man who has proved himself honest while employed by them in some other capacity, pay his expenses in a school, and make a chauffeur of him. We have a number of customers whose present chauffeurs were formerly clerks in their offices. Many men prefer driving in the open air to office work; others prefer it because they have been able to make more money as chauffeurs, and still others have a sort of sporting love of motor-cars.


MOTORING AMONG THE ROCKIES.

"I had about a dozen college boys as chauffeurs last summer, and not half of them have returned to college this term, preferring to stay on the jobs I got them. But the most comical of all applicants I meet are the chauffeurs of what I call the 'Romantic school.' What between the Williamsons' books, in which aristocrats in disguise are driving cars, and the yellow-journal stories headed 'Heiress Elopes with Chauffeur,' these fellows are always living in the hope that some beautiful damsel will lean forward one day from the upholstered seat of her limousine, hand them a million-dollar bill, and say: 'Fly with me.'

"Foreign chauffeurs know their place better than our native-born men. Also, they are less experienced in graft. That is why they are succeeding. The joy-rider is almost always an American. I don't know why, but it is a fact that the American boy is much more prone to flirt, or be flirted with, and that's what starts them. There are thousands of girls about New York who flirt with chauffeurs just to get a ride. The chauffeur who 'falls for' this sort of thing does it once too often, and is either caught or smashes up his car, and disappears.

"Automobile-owners—especially those who live in small towns or in the suburbs—are not only paying lower wages than before, but are expecting, and getting, more and more in the way of service from their men. Chauffeurs are being required to tend the furnace, cut and water the grass, wash windows, and polish boots. The old-school chauffeur never had any spare time for work outside of the garage. And, furthermore, having forgotten what hard work was, he always thought that he was overworked. But the modern chauffeur, who is replacing him, is really beginning to earn his wages."

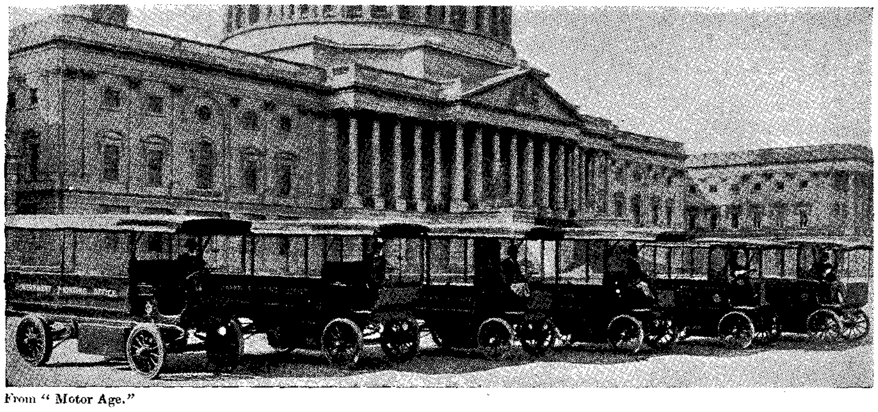
"What is the outlook as to wages?" I inquired.

"In New York," said the manager, there will always be some families who pay twenty-five and thirty dollars a week, but these will be few and far between. Just as the average wage has been twenty-five dollars in the past, it will be about fifteen dollars in the future. You can get all the men you want for fifteen dollars now, and there will be still more next year."

In Mr. Street's comments on the old chauffeur are some interesting particulars as to difficulties that arose in the domestic economy of car-owners:

"The early American chauffeur had back of him that sometimes demoralizing document, the Declaration of Independence. We Americans take to freedom like ducks to water. We dive luxuriously in our puddle of freedom, flapping our wings and splattering it all over everybody else. Then, right in the midst of all our happiness, there comes a hand which snatches us and wrings our necks!

"That, metaphorically, is just what happened to the free-born American mechanic, turned chauffeur. Proceeding in

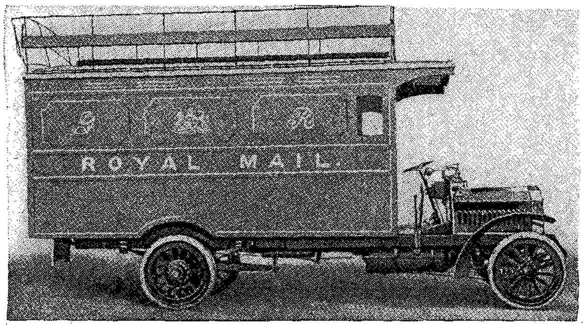

From "Motor Age."

SIX NEW ELECTRIC TRUCKS JUST ADDED TO THE FLEET OF THE GOVERNMENT PRINTING-OFFICE LINED UP AGAINST THE CAPITOL.

his evolution, he began to find himself entangled with the wheels of a machine he didn't understand—the Machine of Domestic Economy. The result of his first contact with it was to set him thinking of a thing that he had never been concerned about before. The matter of his own social position began to trouble him, precisely as it troubles certain sudden millionaires, members of the diplomatic corps, and gentlemen-in-waiting.

"In his machine-shop days he had been willing, nay glad (if she was pretty) to call of an evening on your housemaid, who would watch him with a fluttering heart as he sat at the kitchen table and devoured the contents of your ice-box.

"But it is one thing to put on your best suit and call at the kitchen of your own volition, and quite another to be sent there daily for three meals. The chauffeur began to worry about this. He began to want to have it understood that he was not a servant; that he outranked the butler, the coachman, and the gardener, and was, by comparison with a mere housemaid, a most exalted being. According to his own idea, I think, he came into the scheme of things domestic somewhere between the majordomo and the master, with the accent on the master. And, just to show that he was better, he made a lot more trouble than the other servants. He snubbed them, he refused to eat with them, refused to wear the proper uniform of his calling, refused to wash and polish his machine, refused to touch his cap, open the car door, or tuck a robe about 'the madam' (otherwise referred to, conversationally, as 'She'). But there was one thing that he stooped to do precisely as the other servants did, and that was to take tips. As a favor to you, he would let you hand him a few dollars just as you used to hand a less amount to coachmen. But he was above the coachmen, just the same—above them socially, and also in ability to graft. It must have looked to the old-school chauffeur as tho his golden age would last forever. But it has not lasted, and he himself will tell you so to-day."

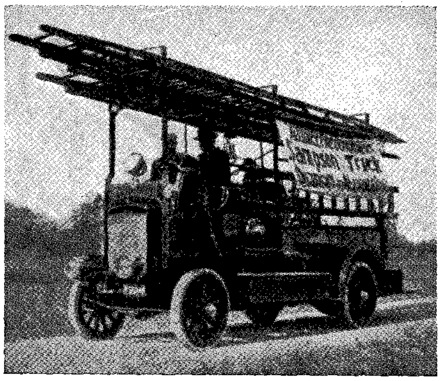


From "The Power Wagon."

THE MOTOR-WAGON USED IN ENGLAND FOR THE PARCEL-POST.

TRUCK SERVICE ON THE FARM

Near Geneva, in Central New York, a five-ton commercial car has been in service during the past year on two farms adjacent to one another, and comprizing altogether 1,050 acres. Both farms are devoted to sheep, dairy-cattle, and the growing of small market produce. The truck is owned jointly, but an accurate ledger account is kept of tonnage and expenses for both farms. The results of operating this truck are outlined in *The Commercial Vehicle*, as follows:



From "The Commercial Vehicle."

COMBINATION LADDER AND HOSE WAGON.

In the spring of 1911, eighty acres were planted in peas for the canning factory at Geneva. The viners, or shellers, were located at the farm. At the time of harvest it took all the farm-teams to haul the vines to the shellers, and the problem of getting the shelled peas, which are put into sixty-pound baskets, to the factory in the least possible time was solved by the use of the sixty-six-horse-power touring car owned by Mr. Lewis. The body was removed, and a rack holding fifty-two baskets was built on the chassis. The harvest lasted for fifteen days. Shelled green peas must get to the factory without delay, but the touring car solved the problem, and they reached the factory in the best possible condition. An accurate account of the cost of transporting them demonstrated that a heavy truck for farm work would be a paying investment, and a great time-saver.

"The five-ton worm-drive truck was delivered on September 1, 1911, and the following classes of freight handled by the truck have demonstrated clearly its practicability and the reduced cost of transportation: Lumber, cement, sand and gravel, brick, cherries, apples, wheat; straw, hay, and feed of all kinds; manure to the different fields; cabbage, potatoes, cord-wood, sheep, and cattle to market; coal, baled shavings, milk to downtown dairy, etc. The modern farm has a large class of freight to handle, and this truck certainly is adapted for a wide range of usage. It also has been used for filling silos and cutting corn-stalks, as well as hauling harrows on plowed ground. Upon occasions it has been used for plowing.

"From September 1 to date the truck has run 1,538 miles, using 376 gallons of gasoline and hauling 1,316,620 pounds of freight. It will be seen from this that four miles is the average distance on a gallon of gasoline. The fuel expense at twelve cents a gallon equals $45.12. The following gives the total cost of operation for the above freight handled from September 1 to December 1, 1911:

Mileage	1,538
Gallons gasoline, 376 at 12 cents	$45.12
Driver and time of men handling freight	225.00
Insurance on truck	24.00
Depreciation at 5 per cent.	40.00
Oil and grease	6.00
Interest on investment at 6 per cent.	48.00
	$388.12

"This cost has been reduced materially, as a new man who had never driven a motor vehicle was taught to operate it, and a good deal of time wasted, as the truck was not loaded to capacity until he became competent.

"The car was put in operation practically at the end of the farm season. From April until September is the busiest time in farming. The truck permits keeping the horses at their proper labor, and replaces three teams."

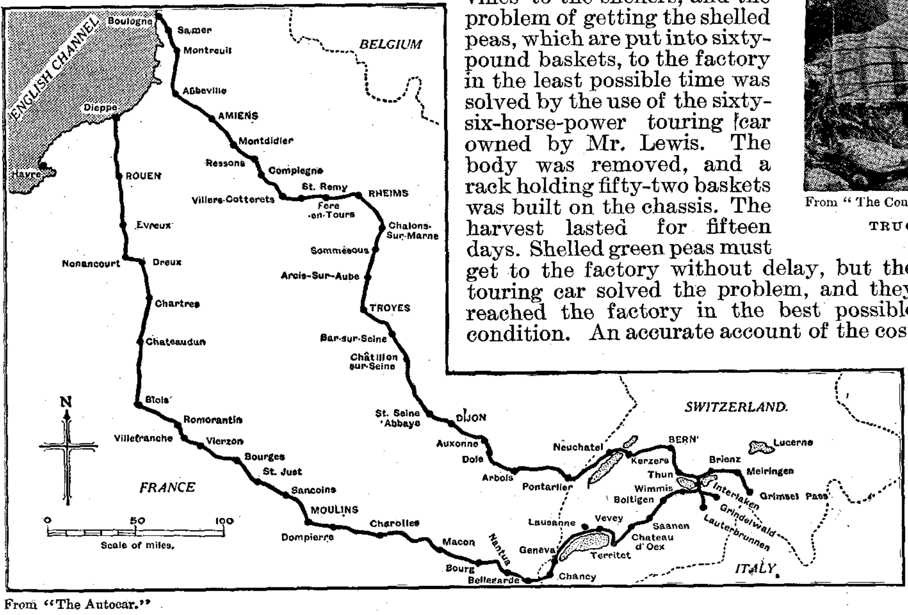
EXPORTS OF AMERICAN CARS

During the year 1911 the exports of American automobiles showed a value of over $20,000,000. Ten years ago the total was about $1,000,000. If to the total for 1911 be added shipments made to Hawaii, Porto Rico, and Alaska, the result would be over $22,000,000. In 1910, the total was only $14,000,000. These results are recognized as one of the most notable events in the recent history of our foreign commerce. Coincident with the increase has occurred a falling-off in our imports of automobiles.

These facts, as summarized in an article in the New York *Evening Post*, show that ten years ago imports of cars into this country began first to increase, notably from $500,000 for 1902 to $5,000,000 for 1906.

From "The Commercial Vehicle."

TRUCK USED ON A LARGE EASTERN FRUIT-FARM.

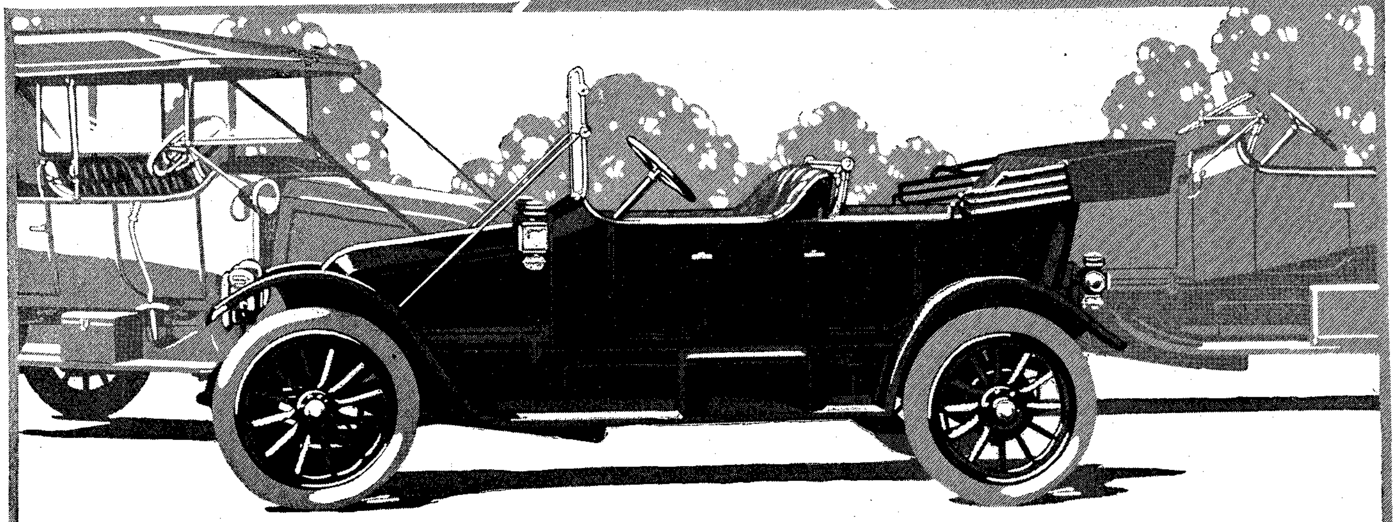

ENGLISH CHANNEL
Boulogne
Samer
Montreuil
BELGIUM
Abbeville
AMIENS
Dieppe
Montdidier
Ressons
Compiegne
Havre
ROUEN
St. Remy
RHEIMS
Villers-Cotterets
Fere -en-Tours
Chalons-Sur-Marne
Evreux
Sommesous
Nonancourt
Dreux
Arcis-Sur-Aube
TROYES
Chartres
Bar-sur-Seine
Chateaudun
Châtillon sur-Seine
N
Blois
St. Seine l'Abbaye
DIJON
SWITZERLAND.
Romorantin
Villefranche
Vierzon
Auxonne
BERN'
Lucerne
Neuchatel
Kerzers
Brienz
Bourges
Dole
Thun
Meiringen
St. Just
Arbois
Pontarlier
Wimmis
Interlaken
Grimsel Pass
FRANCE
Sancoins
Boltigen
Grindelwald
MOULINS
Lausanne
Vevey
Saanen
Lauterbrunnen
0
50
100
Charolles
Chateau d'Oex
Scale of miles.
Dompierre
Macon
Nantua
Geneva
Territet
ITALY.
Bourg
Bellegarde
Chancy

From "The Autocar."

Route followed by two Englishmen on a trip to Switzerland and back in a small car. On returning to English roads "we truly realized how well off we had been on the free, open roads of France."

(*Continued on page* 276)

Franklin



Franklin Little Six

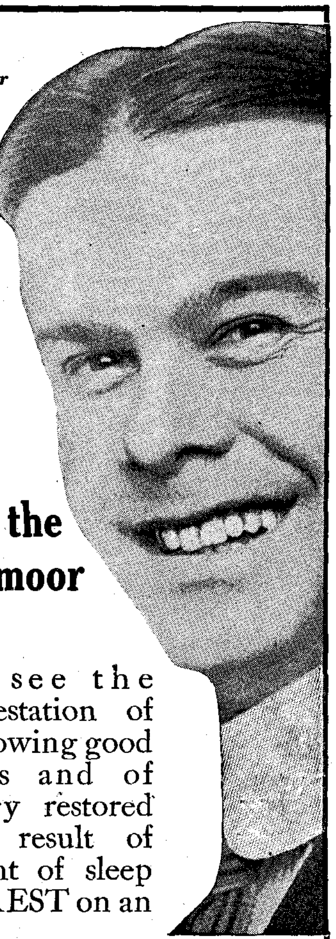
Thirty Horse Power

This latest Franklin model is the answer to the demand for a small car with a six-cylinder motor.

Simple in construction and with a perfectly balanced motor it is better than any four-cylinder small car because it has the smooth running and quick response to the throttle found only in six-cylinder construction.

Write for new catalogue

FRANKLIN AUTOMOBILE COMPANY
Syracuse N Y



The Ostermoor Smile

When You Meet the Ostermoor Smile

you see the manifestation of overflowing good spirits and of energy restored—the result of a night of sleep plus REST on an

OSTERMOOR MATTRESS $15.

"Built—Not Stuffed"

The billowy softness and resiliency of the Ostermoor simply lull you to sleep; for the thousands of filmy layers of cotton, woven deftly together by hand, make a mattress that is comfort itself—one that never mats, packs nor gets lumpy.

Many users testify that even after half a century of constant service, their Ostermoor is as comfortable as when new.

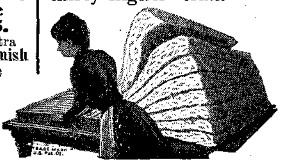
Write for 144-page Book, Free

(With Samples)

Full of mattress facts you should know before you buy *any* mattress. Drop a postal today.

Avoid the mattress said to be "just as good." There is only one Ostermoor; Our trade mark is your guarantee. When necessary we will ship a mattress, express charges prepaid, on the day check or postal order is received. Packed so it reaches you clean, dry and shapely. Money back if not satisfied after thirty nights' trial.

MATTRESSES COST
Express Prepaid
Best blue & white ticking
4' 6" Wide
45 lbs., $15.
In 2 parts, 50c extra
Dust-proof Satin Finish Ticking, $1.50 more
Mercerized French Art Twills, $3.00 more


TRADE MARK U.S. Pat. Off.

OSTERMOOR & CO., 119 Elizabeth Street, New York
Canadian Agency: Alaska Feather & Down Co., Ltd., Montreal

MOTOR-TRUCKS AND MOTOR-CARS

(*Continued from page* 274)

Those were years when the industry in this country had not yet been fully developed. The $5,000,000 for 1906 still stands as the high record of importation. Imports have steadily decreased since then; last year's total was less than $2,500,000.

The high-water mark for 1906 was coincident with exports of automobiles of about the same amount. In the following year the balance shifted to the American side. Since then our exports of cars have steadily increased, while the imports have correspondingly declined. Among the causes for the change are cited the following:

"The rapid increase in exports of automobiles from the United States is in part due to the rapid development of the domestic industry, in part to the growing use of vehicles of this character throughout the world. In 1908 the exports of automobiles from France, the United States, the United Kingdom, Germany, and Italy, the leading manufacturers of automobiles, aggregated five million dollars, and in 1910, but two years after, had grown to seventy-five million. In 1900 the value of automobiles manufactured in the United States was five million dollars; in 1905, thirty million; and in 1909, 249 million.

"That the increased consumption of automobiles in this country is being more and more supplied by machines of domestic manufacture may be inferred from the fact that imports have greatly decreased during a period in which production has grown from five million to nearly 250 million dollars. France is the chief source of automobiles imported into the United States. The imports from that country, however, in common with those from other countries, are decreasing. Of the four-and-a-half million dollars' worth imported in the fiscal year 1906, about $3,000,000 was from France, $375,000 from Germany, $328,000 from the United Kingdom, and $285,000 from Italy. Last year France was credited with less than $1,000,000, and the other countries named with about $300,000 each."

MOTOR FIRE-APPARATUS

Many signs are seen of the steady growth in municipal outlays for fire-apparatus driven by motors. One estimate is that the outlays thus far made reach about $3,000,000. *The Power Wagon* recently collected data showing that in 301 cities and towns there were 594 motor-driven fire-vehicles of all kinds now in service. It is estimated that each vehicle is worth from $3,500 to $10,000. *The Power Wagon* contends that cities have never made a better investment. Nowhere has the motor-vehicle more completely shown its superiority to the horse. This superiority has been admitted, not only by property-owners, but by insurance companies and firemen. The writer of the article in *The Power Wagon* predicts a great future for fire-vehicles propelled by motors. He says:

"In the United States, according to the census of 1910, there are 6,225 cities and towns with a population of 2,000 or over; there are 3,553 with a population of 3,000 or over; there are 1,858 with a population of 5,000 or over; there are 842 cities with a population of 10,000 or over; there are 320 cities with a population of 25,000 or more; there are 131 cities with a population exceeding 50,000; and 43 cities have a population of 100,000 or over.

"These, then, are the possibilities. Each of these cities and towns, on the average, needs two motor-driven fire-fighting machines. The whole country, according to this estimate, which is derived from present statistics, should have a total of 12,450 machines. There are only 594 of them already in service, which leaves a balance of 11,856 still wanted. The value of these is in the neighborhood of $60,000,000.

"Present indications show that this business will be absorbed by the motor-wagon industry well within the next ten years. But in that time the population of the country will have increased by about 25 per cent., and fire-protection will have to increase by a like ratio. Hence the market for motor fire-apparatus for the next ten years is certainly not less than $75,000,000.

"All the developments of the last few years are in favor of motor fire-apparatus. Improved methods of intercommunication, notably the electric trolley and interurban lines, the telephone, and the increasing radius of the delivery service (by motor-wagons) of the great city department stores, have induced people to move out from the congested areas in the cities to the suburbs. The density of city population is decreasing, but the area is increasing enormously. Outlying districts are being built up, and the people in them are isolated from fire-protection facilities. The horse-driven fire-apparatus is thus automatically rendered obsolete, for it simply can not cover the distance in a reasonably short time. The only alternative is motor-apparatus. The people themselves realize this, for in numerous cases have fire-motors been purchased by popular subscription, and in several cases even on the instalment plan. Public opinion is thus in favor of the motor, and what the public wants it gets, sooner or later.

"The economic advantages of the motor fire-apparatus are almost illimitable. It has been calculated that the $3,000,000 already invested in fire-motors is paying dividends of hundreds per cent. every year to the American people. Naturally the total saving is impossible to estimate, but a direct idea of the value to the public of motor fire-apparatus is conveyed by the action of the insurance companies, which in numerous cases have voluntarily reduced their rates for fire-insurance when motors have been installed. In several cases this reduction has amounted to over 50 per cent.

"The saving in fire-insurance premiums alone is greater each year than the total cost of all the motor fire-apparatus installed up to date. This may sound absurd, but it may easily be verified. A motor-hose and chemical engine costing $5,000 will cover an area of twenty-two square miles of average city. A reduction of ten per cent. in the fire-insurance premiums on property covering this area would represent an amount of money sufficient to buy not one but ten machines every year at the price assumed. And in the estimate, which is averaged for the whole country, the most conservative values were taken in arriving at a result.

"But this does not even begin to exhaust the economic possibilities of the motor fire-apparatus. In the cost of administration and upkeep the motor is very much more economical than the horse."

STARTING FROM THE SEAT

Ten prominent makers of automobiles, and as many more makers of "starters," are declared, by *Motor Print*, to assert that "cranking by hand is no longer necessary, and very soon only a crank will use a crank

(*Continued on page* 278)

Superior to Lemonade
Horsford's Acid Phosphate
A teaspoonful added to a glass of cold water, with sugar, makes a refreshing drink.

Locomobile

The "48" Six Cylinders.
The "38" Little Six.
The "30" Four Cylinders.

Prices of Open Cars	Prices of Closed Cars
\$3500 to \$4800	\$4600 to \$6250

"30" Torpedo
Fort Tryon
Washington Heights
N.Y.

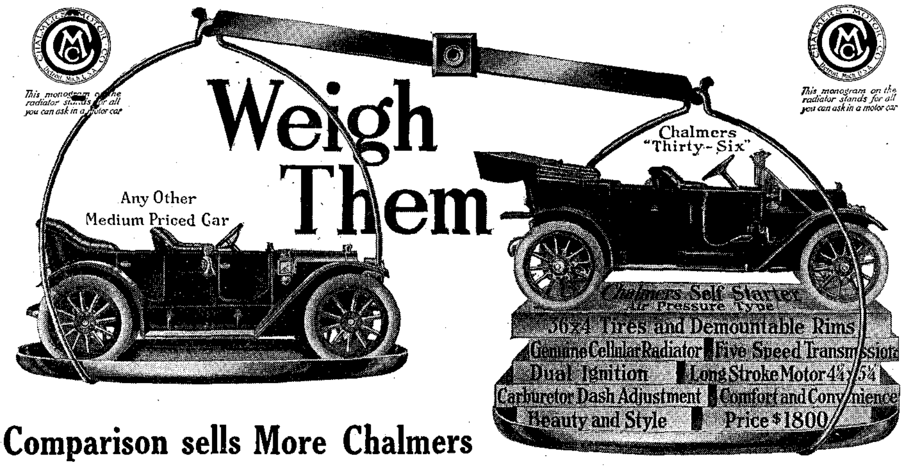
New York
Chicago
Boston
Philadelphia
Pittsburgh

The Locomobile Company
of America
Bridgeport, Conn.

Washington
Atlanta
San Francisco
Oakland

THE BEST BUILT CAR Locomobile IN AMERICA

THE BEST BUILT CAR Locomobile IN AMERICA


This monogram on the radiator stands for all you can ask in a motor car
Weigh Them
Any Other Medium Priced Car
Chalmers "Thirty-Six"
This monogram on the radiator stands for all you can ask in a motor car
Chalmers Self Starter Air Pressure Type
36x4 Tires and Demountable Rims
Genuine Cellular Radiator
Five Speed Transmission
Dual Ignition
Long Stroke Motor 4¼ x 5¼
Carburetor Dash Adjustment
Comfort and Convenience
Beauty and Style
Price $1800

Comparison sells More Chalmers Cars than All Our Advertising

YOU will buy the car that has the most features designed for *your* convenience, *your* comfort, *your* safety, *your* economy and *your* pride of ownership.

Some cars seem to be built to please the builder. You want one that was built to please the buyer.

Therefore we refer you to the diagram above. Chalmers "Thirty-Six" is a car for the buyer. Look over the entire motor field and see if you can get these features in any other car at $1800.

Why They Bought "Thirty-Sixes"

During the last few weeks we have been asking many of our owners to tell us why they bought the "Thirty-Six." Everybody seems to agree on these ten big reasons:

1. **Chalmers Self-Starter**
Does away with cranking. Adds at least $500 to the value of an automobile. Simple, safe, efficient, air pressure type. Nothing complicated—just press a button on the dash and away goes your motor.

2. **36" x 4" Tires and Demountable Rims**
Big tires insure ease of riding and reduce tire trouble to the minimum. Demountable rims rob punctures of their terrors.

3. **Five Speed Transmission—Four Speeds Forward and Reverse**
Affords utmost flexibility of control. With it you can climb steepest grades without loss of time and without punishing your motor.

4. **Long Stroke Motor**
Maximum power at low engine speed, splendid pulling, longer service, greater quietness, freedom from vibration.

5. **Dual Ignition**
Simplest ignition system yet devised. Nothing equals a magneto for furnishing perfect ignition.

6. **Dash Adjustment for Carburetor**
You can get the proper mixture for starting or to suit varying weather conditions without getting out of car.

7. **Genuine Cellular Radiator**
The sort you find on highest priced cars. Insures perfect cooling, longer life, good looks.

8. **Comfort and Convenience**
Long wheel base, big wheels and tires, deep upholstering, roomy bodies make for maximum comfort. Convenience is secured by a score of refinements.

9. **Beauty and Style**
Chalmers symmetry is the kind of beauty that means efficiency. Finish is superb—18 coats of paint and varnish. Choice of three attractive color schemes.

10. **Price—$1800**
Because of the features listed above and a score of other advantages, the "Thirty-Six" offers the greatest value for the money of any motor car built.

The Biggest Chalmers Year

Since July 1st we have shipped 42% more cars than during the same period last season—and that was a good season too.

We have delivered more than 2,500 of the "Thirty-Sixes." These cars have now been tested in owners' hands in all parts of the country; in various altitudes; in diverse climates; on all sorts of roads. Everywhere they have made good.

In view of these facts, we suggest you place your order now—and the earlier the date set for delivery the better. Our new catalog free on request.

Chalmers Motor Company, Detroit, Mich.

6% NET

For 36 years we have been paying our customers the highest returns consistent with conservative methods. First mortgage loans of $200 and up which we can recommend after the most thorough personal investigation. Please ask for Loan List No. 717
$25 Certificates of Deposit also for saving investors.
PERKINS & CO. Lawrence, Kans

Does Your Granite Dish or Hot Water Bag Leak?
Don't Throw It Away
MENDETS
A PATENT PATCH
Mend all leaks instantly in graniteware, hot water bags, tin, copper, cooking utensils, etc. No heat, solder, cement or rivet. Any one can use them. Fit any surface. Smooth. Sample box, 10c. Complete box, asstd. sizes, 25c, postpaid. Wonderful opportunity for live agents. Write today. Collette Mfg. Co., Box 151 Amsterdam, N.Y.

CONGRESS CARDS
For Social Play - Art Backs - Exquisite Colors - High Quality
New Designs - Club Indexes - Ideal for Bridge
Gold Edges - Air-Cushion or Ivory Finish.
CONGRESS PLAYING CARDS 606 GOLD EDGES
50¢ per Pack
OFFICIAL RULES OF CARD GAMES — HOYLE UP-TO-DATE
ISSUED YEARLY — SENT FOR 15 CENTS IN STAMPS.
THE U. S. PLAYING CARD CO., CINCINNATI, U.S.A.
BICYCLE CARDS
In Use Throughout the World for General Play
The Most Durable 25 Cent Card Made.
Club Indexes - Air-Cushion or Ivory Finish.
BICYCLE PLAYING CARDS
25¢ per Pack

to start his car." For several years it has been a matter of demonstration that an engine could be started from the seat. The reason for the long delay in introducing "starters" is declared to be mainly "patience on the part of people who buy cars." There has been no insistent demand for a change. The many devices already well-known, and these number at least eighteen, show surprizing variety in construction. The fundamental ideas embraced in all are said to group themselves into four classes—pressure by means of compress air or comprest exhaust; "on the spark," by using live gasoline mixture or acetylene gas; mechanical crankers and electric starters. The writer says in detail:

"Starters of the pneumatic type use the engine as a pump to force air into a storage tank until a pressure of 150 to 200 pounds is obtained. When starting, a push-valve is operated from the driver's seat. This allows air at high pressure to pass from the tank to a distributor, so arranged that it admits the air to that cylinder, which is on the firing stroke. This forces the piston down and brings the cylinders following it in the firing order into their regular cycle of operation. The distributor is so arranged that the high-pressure air is admitted only to those cylinders in which the piston is ready to travel downward on its firing stroke.

"The cylinder next following in the firing order would be on its compression stroke, and probably would fire at the end of the stroke, altho should this not occur until several cylinders had passed their firing stroke without an explosion, there is enough reserve pressure in the tank to keep the engine turning for some time. There is always a gauge on the dash which shows how much pressure is in the tank so the user may know its contents.

"This starter has the merit that parts are in motion before an explosion takes place, and the engine does not receive the shock which comes when starting on the spark from a dead stop. Another merit of this type is that the tank has enough air at sufficient pressure to inflate the tires.

"Another starter of this type uses part of the exhaust, a small amount being taken from the cylinder at each working stroke, until the pressure in the tank has reached a maximum, when the supply is automatically cut off until the pressure falls below a certain point, when the pumping operation is resumed. This action is somewhat similar to that of automatic air-brakes on the interurban trolley cars. The gas, which is a product of combustion, is held under high compression, and, when released, effects a starting of the engine in substantially the same manner as the pneumatic starter. We do not find that tires inflated with this mixture are injured to any noticeable extent.

"In the second general division, which we have called 'on the spark' type, is found a device which stores carburetted gasoline in a tank, and, when needed for starting, releases it through a distributor to the cylinders, the charge being fired in the usual manner of starting on the spark.

"Starting on the spark is also a vital factor in the working of those starters which use acetylene gas as the means of getting an explosion. The action of such a starter is to put a charge of acetylene gas into the cylinders, and this gas, when fired by throwing on the ignition-switch, gives an explosion in at least one cylinder, resulting in several complete revolutions, which are usually sufficient to start the engine going on its own fuel.

"Our third classification, 'mechanical

(*Continued on page* 280)

More Than A Million Miles

Most Exhaustive Automobile Test the World Has Ever Known Stands to the Credit of the Winton Six

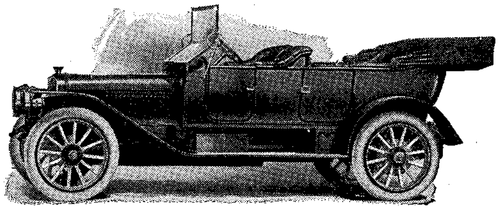
The Winton Co. guarantees every statement made in
WINTON SIX
advertising to be true without qualification

FOR four years, individual owners have been putting their Winton Six cars through an exhaustive test.

These owners have sent us monthly reports of miles traveled and repair expense incurred, and have sworn to the accuracy of their reports.

The result is a record of direct interest to men who own motor cars and pay repair bills.

For this record shows that, when you own a car as good as the Winton Six, you are practically free from repair expenses and from the annoyance and the humiliation that repair expenses carry with them.



World's Record Cars

Our complete records cover 170 cars, standard Winton Sixes, manufactured in 1907, 1908, 1909, 1910, and 1911.

Fifty of these cars made the world's lowest repair expense record of 22.8 cents per 1000 miles. We have already advertised these figures.

The natural thought is that the other cars "didn't do as well." But let's see.

Ran Without Expense

Sworn records show that 46 other cars (cars not included among the world's record cars) traveled 400,000 miles, averaging 8750 miles each, without incurring a single cent of repair expense.

These cars were not placed by the judges among the world's record cars because the world's record cars averaged a greater distance (14,800 miles each), and with so little expense that it was practically nothing at all.

Poorest Performances

Now consider the worst performances of all.

There were 27 cars whose repair expenses were high—$65.87 per car on total mileage of 300,000 miles, or 11,000 miles each.

Nothing much to be proud of in that record—because the other Winton Six records are so much better.

Still Other Cars

There were still other cars—47 of them—among the 170. These 47 cars, not otherwise classified, traveled more than 425,000 miles, or 9000 miles each, at a total repair expense of $300, averaging $6.39 per car, or 70 cents per 1000 miles. A fine performance.

More than a Million Miles

How exhaustive this four-year test has been is shown by the mileage.

These 170 cars averaged 11,000 miles each (more than three times the distance across the American continent), and traveled a total distance of 1,873,791.8 miles.

That's a distance almost beyond comprehension.

It is 580 times the distance from New York to Paris.

Or, almost 75 times the distance around the earth at the equator.

And nearly eight times the distance from here to the moon.

Wonderful Expense Figures

Sworn reports of the owners of these 170 cars place the total repair expense for this marvelous mileage at $2249.22, which is less than the purchase price of one Winton Six.

The average repair expense for each car was $13.23 for 11,000 miles, or—

Just $1.20 per car per 1000 miles.

And that's less than one-eighth of a cent per mile.

Expense is the Acid Test

Repair expense is the acid test of a car's merit.

As every owner knows.

For the merit that enables a car to keep down repair expense is in the *car itself.*

This test of more than a million miles, participated in by 170 Winton Six cars and 170 Winton Six owners, shows the merit of the Winton Six.

You would be happy if your car were a Winton Six.

Same Model: Fifth Year

We are the pioneer makers of sixes exclusively.

Our present model is the same car we have made for four years *without a single radical change.* Now in its fifth season.

It is the original self-cranking car: has been a self-cranking car since June, 1907. Our self-cranking motor is no experiment.

This car represents all the quality a motor car can have, and, because we do business on bed-rock business principles, we can sell it profitably at $3000.

If you want to know its worth, compare the $3000 48 H. P. Winton Six with cars priced as high as $5000 and $6000.

And remember that the Winton Six is the only car in the world whose repair cost is definitely known through the sworn statements of individual owners.

We shall be glad to send you our Upkeep Book that gives the million-mile facts and figures in detail, together with our thoroughly descriptive catalog.

The Winton Motor Car. Co.

The World's First Makers of Sixes Exclusively

77 Berea Road **Cleveland,—Sixth City**

NEW YORK . Broadway at 70th St.
CHICAGO . Michigan Avenue at 13th St.
BOSTON . 674 Commonwealth Ave.
PHILADELPHIA . 246-248 No. Broad St.
BALTIMORE . Mount Royal at North Ave.
PITTSBURG . Baum at Beatty St.

CLEVELAND . . 1228 Huron Road
DETROIT . . 998 Woodward Ave.
MINNEAPOLIS . . 16-22 Eighth St. N
KANSAS CITY . . 3324-3326 Main St.
SAN FRANCISCO . 300 Van Ness Ave.
SEATTLE . . 1000-1006 Pike St.

JOB
—A Good One If You Act Now

A Business Proposition is Waiting for You Here

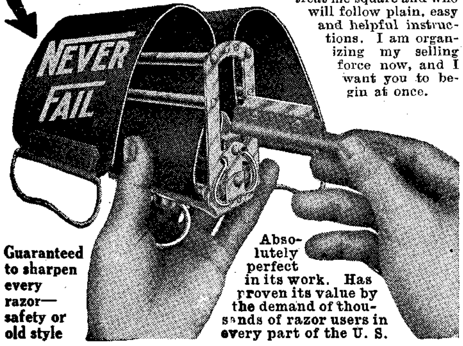
IF YOU are the kind of man we are looking for, whether young or middle aged, you can secure a first class opportunity to represent us in your town, county, or state.

No experience was necessary for the teachers, lawyers, salesmen, clerks, writers, business men—who joined our selling organization, now making better incomes than they had before.

We show you sworn statements before notaries and voluntary enthusiastic letters from our representatives everywhere telling the money they are making—$25 to $50 a week and up—many at the rate of several thousand dollars a year.

AGENT SALESMAN MANAGER

I want a good man in every territory of the United States—as local agent for one county, or as general manager for a number of counties. This proposition offers an opportunity for you, to build up a splendid and permanent income. It's partly up to you, but hundreds of others are making a big success of this in their territories. No experience is necessary to start, but I want men—young or old—who will do their best, who will treat me square and who will follow plain, easy and helpful instructions. I am organizing my selling force now, and I want you to begin at once.



Guaranteed to sharpen every razor—safety or old style

Absolutely perfect in its work. Has proven its value by the demand of thousands of razor users in every part of the U. S.

The Never Fail Razor Sharpener

The only machine on the market combining a honing and stropping leather

No charge made for territory. Protection against others running over your field. Co-operation, assistance, personal attention to each man.

This is a new proposition. A positive automatic razor stropper—absolutely guaranteed to sharpen to a keen, smooth, velvety edge any razor—safety or old style—all the same. Handles any and every blade automatically. Just a few seconds will put it in perfect and better shape to give a cooling, soothing, satisfying shave than can any expert hand operator, no matter how carefully he works. Men are eager to buy it. Women buy it for presents to men.

Part, or All Your Time

All I require is that you make an honest effort, keep things moving, and that you keep your promise to me and to your customers. The possibilities are unlimited. We absolutely prepare you on how to start at once and make a great success for yourself and us. Investigate. It costs you absolutely nothing to learn about this opportunity. Don't delay. Territory is going fast. Write today, and give the name of your county. Address Secretary,

THE NEVER FAIL CO., 1279 Colton Bldg., Toledo, O.

VEST-POCKET STANDARD DICTIONARY

The latest addition to the Funk & Wagnalls Standard Dictionary Series. "A marvel of condensed information." 30,000 Vocabulary terms; 12 pages colored maps; many valuable supplementary features. Cloth, 25 cents; flexible leather, 50 cents, net; indexed, 5 cents extra. Funk & Wagnalls Company, New York and London.

crankers,' covers a wide range of ideas and method of their application. One very simple device uses the power of the engine to wind up a coil-spring. On release, the stored-up power in the spring operates to rotate the crank.

"This idea of storing up power in a spring is worked out in a variety of ways in a number of starters. A modification of the spring idea is applied in those starters which use a lever as the original source of power (more correctly, the man behind the lever), this usually being aided by some form of spring action.

"Certain types of this device can hardly be called self-starters, because they do not completely start the engine without the operator furnishing a part of the power. They do, however, make cranking easy.

"At date of this writing, the preference among automobile manufacturers seems to be about evenly divided between pressure starters and electric starters.

"The most notable achievement in this latter class of apparatus is the high efficiency of the motor and the comparatively small amount of battery current required when one considers the work performed.

"The makers of electric starters have succeeded in reducing weight so that an outfit which starts the car and operates everything electrical—lights, ignition, signal-horn, etc.—weighs approximately 125 pounds, very little, if any, more than the combined weight of the apparatus now used for doing the same work.

"The self-starter has good and sufficient reason for existence in its insurance against injuries from back-firing. No more broken arms. To this should be added the fact that the self-starter makes the gasoline car a ladies' car in every sense of the much-abused word."

MOTOR-TRUCK SALESMEN

Salesmen who have been active in the motor-truck business within the past year are believed, in general, to have made good commissions, altho, with few exceptions, their incomes have not been large. It is a life of much activity and vigorous toil. While the majority have made good average incomes, some few have made anything but golden harvests. There is one, however, whose name has not been disclosed, tho personally known to a writer in *The Journal of Commerce*, whose commissions for the last year have been not far from $50,000. The prosperity of this salesman appears to have come largely from sales of many cars at one time to one person or to one business house. His name seems not to be well known at all in the trade. The writer in *The Journal of Commerce* says: "Probably not one in a hundred of New York truck salesmen ever knew of him or would recognize his name if it was mentioned." The writer, however, induced him to talk, and sets down a few interesting points that came out in the conversation:

"The truck salesman in question was in the best of humor the day when he talked with the writer. No wonder. He had just that day filed orders for twelve five-ton trucks, and that made the aggregate of his sales within one month past not far from $350,000. For the year, his associates say—he won't talk about it—his sales will aggregate probably $750,000, and he still has three months in which to beat even that expectation. His custom is well established among men who buy trucks in quantities—not dealers, mind you, but users. He has one customer who owns and operates seventy-two trucks, which he bought of this one salesman, and one order measured up not less than twenty-two trucks in a single order. Most of these, practically all, have been three-and-a-half and five-ton trucks.

"To talk with a salesman of this calibre is a revelation as to the value of experience, and emphasizes the tremendous shortcomings which generally characterize the average salesman who undertakes to enter the truck field. This man is emphatically committed to the belief that the first step in selling motor trucks is to convince the buyer that the salesman is as deeply concerned to have the truck make good all that is expected of it as the buyer himself. In this man's case all this stage passed years ago. To-day his customers don't argue at all with him; they simply state what they want, when they want it, and trust him to do the rest. Not that this confidence did not cost immense effort and time, for it did; but once established it appears to stand the test of time, backed as it is by a truck in which the salesman has implicit confidence.

"To hear this salesman discuss the past, the days when trucks were poor apologies for those of to-day, when they were untried, and objects of curiosity or suspicion, is a source of optimism. Those were the times when this man and one other were virtually the whole business or staff of the organization with which they are now connected. Years ago that was, but their faith carried them through the hard days, and has now brought its reward. The salesman might be sales-manager if he would—has had chances without number. He might accept places with rival concerns paying larger salaries by far—at least promising to—than he is now making. But he refuses. He prefers to be merely 'one of the salesmen,' without title. But then, when his commissions roll in, can anyone blame him?"

THE HEALTHFULNESS OF MOTORING

A London physician, described as "a West End consultant," and apparently a man of experience, observation, and judgment, contributes to the *Autocar* of London an article on the car as a promoter of good health. He declares that this "pastime is of the greatest benefit to our physical and social well-being." Experience has taught him that the car "is a factor of immense remedial value." He can trace a large number of benefits to it that are beyond question. His own experience, moreover, is borne out by that of other physicians "all over the civilized world." He says in detail:

"To generalize, one might remark briefly that motoring is a form of fresh-air treatment to which must be added the unique exhilaration arising from fast traveling. Moreover, one must not forget the rapid change of scene nor the piquancy given by the rapid unfolding of the panorama, the key to which lies in the possession of the modern car.

"Now, it is easy enough to assert that a swift rush through the air is a splendid energizer of the human frame, but to grasp the underlying causes needs a little thought. To my mind the main reason is to be found in the physiological fact that the circulation is stimulated by the increased pressure of the wind acting on the body, the effect being enhanced, moreover, by variations in its force. And the same remark applies equally to the respiration, as we insensibly breathe more rapidly. Equally with massage this fresh-air tonic braces up the system, invigorating and enthusing us till even our faces bear witness of the remedial work going on

(*Continued on page 282*)

Overland

This 45 Horse Power Touring Car—$1500

Equipped with Self-Starter, Only $20 Extra

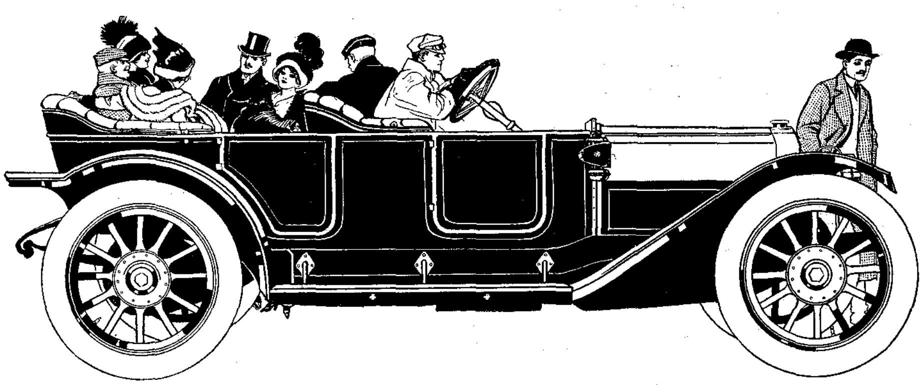
THERE are more Overlands being bought to-day than any other similar car in the world. This great success must be due to the fact that we are giving more car for less money than any other maker in the business. Our factory is the largest and most complete in the industry. Our enormous facilities make possible a method of economical production which the smaller plants cannot touch.

This car is our Model 61. It is a 45 horsepower, five-passenger touring car—priced at $1500. A survey of the specifications will actually show you the average $2000 value. The wheel base is 115 inches. The selective transmission is fitted with F & S bearings which are used on the most expensive cars made. The axles are fitted with the finest Timken bearings. The frame is of pressed steel with a double drop. The magneto is a Bosch. The body is finished in rich Brewster green, ivory striped. All the bright parts are nickel-plated. The lamps are dead black trimmed with heavy nickel. The tires are big. The upholstery is of the finest leather hand stuffed with real hair.

If you wish, we will equip this car with a Self-Starting System for only $20 additional. Our system, we believe, to be the simplest, safest and most economical starter made. Always works and a child can work it.

An investigation will prove that this car for $1500 is, at least, the equal, speaking very conservatively, of most of the $2000 cars now on the market. Write for one of our big 1912 books, which gives you its detailed value. Please ask for book C 22.

The Willys-Overland Company, Toledo, Ohio



TEXACO
MOTOR OIL
GARAGE

The Road to Motor Pleasure

WITH a good car under you, good fellows beside you, and a hard, clean stretch ahead, you're on the road to motor pleasure if your engine is fed with Texaco.

There is no real pleasure unless your motor drives, and drives with only a sweet, soft purr. There must be no misses, no hitches, no stops.

So use Texaco Motor Oil. It gives life and strength to your motor. It is free from carbon impurities. Will not carbonize. Yet has the body to give perfect lubrication. Shows a zero cold test.

Sold in one and five gallon cans at garages and supply shops. Look for the can with the inner-seal—your protection and ours.

A book "About Motor Lubrication" sent free to owners of motor cars, motor boats and aeroplanes. Write Dept. C, 4 Washington Street, New York City.

THE TEXAS COMPANY
HOUSTON NEW YORK
Branch Offices:
Boston St. Louis New Orleans Pueblo
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REMEMBER THE NAME
Shur-on
EYEGLASS & SPECTACLE MOUNTINGS

Persons Often Look Alike Without Being Alike

Other mountings may look like Shur-on Eyeglass Mountings, but close inspection will show that better mechanical construction which makes Shur-ons, when properly adjusted

GRACE THE FACE STAY IN PLACE

Comfortable, Convenient, Durable

Write us for "How, Where and Why" a Shur-on.

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Established 1864
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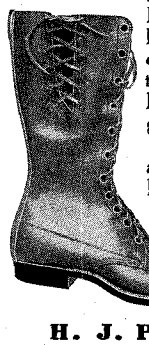
$3 LOOK FOR THE NAME Shur-on STAMPED IN THE BRIDGE $5

The Putman Boots
The World's Standard



Have been made for Sportsmen, Prospectors, Civil and Mining Engineers, &c., longer than any other make of boots. We ship the genuine made to measure Putman Boots direct to you, and guarantee a fit. Catalogue of over 100 styles of Water Proof Boots and Shoes, Oiled, Tanned and Moosehide Moccasins at all prices, and self measurement blanks sent upon request. Delivery charges prepaid in the United States, Canada or Mexico.

H. J. PUTMAN & CO.
121 Fifth St., N. E. Minneapolis, Minn.

within. The cheeks at first take on a slightly whiter tinge, owing to the little blood-vessels of the skin being somewhat constricted, the color deepening a little later to a healthy flush as the vessels become enlarged in their response to the oxygenating agent. This quickening of the blood affects the brain also, and as this organ is quick to feel the consequent stimulation, it, too, assists in the rejuvenating process. So unusual a quantity of oxygen in the system has the happy result of banishing depression and moodiness as well as soothing nerves, strained, it may be, beyond their endurance by the stress of modern life.

"And the best of it is that one can enjoy motoring at one's leisure, for it differs from most sports in that one reaps the benefits without having to exert oneself unduly. Indeed, I am positive from facts coming under my purview that the average pastime is too strenuous to be beneficial, even in the case of the young, while it is altogether unsuited to the middle-aged. Nor must we forget the attraction of the car for people who otherwise would spend their time indoors, playing billiards or cards, or lounging about in sunny hours smoking or drinking. To them the car comes as a friend, obedient, appealing to the best in them, and not only as a friend, but a kindly physician, as it keeps at arm's length the dread results of an enfeebled stamina."

This physician dwells in particular upon the greater facilities for travel which the car has given, not only as it has led to change of scene, but to a deeper factor in matters of health, which is novelty in scenes. By means of motoring fresh ideas are brought to notice, as well as other ways of doing things. He continues:

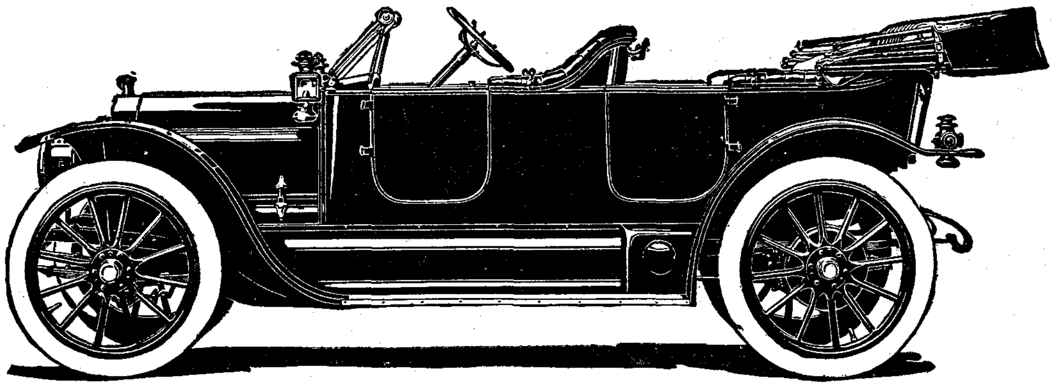
"Add to this the influence of new surroundings, pleasant acquaintances, change of cooking, etc., and you have a few of the things that go to make up a *tout ensemble* available only by the help of the automobile. And one and all exercise an admirable stimulating effect on our systems that removes much that tends to despoil our lives of their natural vivacity and brightness.

"One of the most direct and noticeable results of motoring is its power of curing insomnia. The ground being prepared beforehand by the soothing process the nerves have undergone, the gentle exercise of certain faculties, combined with the calling into action of others, induce in the system a healthy coordination and restful fatigue—if I may use the Irishism—that predispose one to recuperative slumber. Insomnia is, alas, only too common, as we medical men are aware, and is nearly always due to activity of the brain. Now, this organ, being beyond our direct control, frequently prefers to go on working even when we have put our bodies to rest, and the very inactivity of the latter seems to cause the mind to exert superhuman energies. For cases of this sort I know no better cure than motoring, and have prescribed it times without number, and invariably with success.

"Yet another common ailment in which motoring is of great benefit is anemia, whether idiopathic or occurring during convalescence from an acute illness. The advantageous effect is obviously brought about by the increased amount of oxygen absorbed from the air, the large amount of time spent in the sunlight, and the improvement in the appetite. Enlarged glands, either scrofulous or tubercular, are likewise reduced in size, and eventually disappear. It is a well-established fact that fresh air and sunlight are inimical to many

(*Continued on page* 284)

Rambler Motor Cars



The Rambler Cross Country—$1650

With Self Starter, Top, Top Envelope and Wind Shield, $1815

Here is a Story of Real Comfort

Here is a car that appeals to all your senses. Graceful in lines, distinguished in color, long and low hung—it's pleasing to the eye. Step in and you will marvel at the feeling.

Settle down in the deep cushions at the big eighteen inch steering wheel—stretch out your legs and know what comfort is.

Start the motor and you will sense its silent dignity and power. It runs without vibration.

Ride in Careless Ease

Take to the open road and at the first release of the clutch its silent action deceives you for the moment. You wonder if the motor has stopped. Open the throttle and away it springs with eagerness. You ride on and on in careless ease and the farther you go the satisfaction of comfort grows.

This is a car for relaxation—for perfect ease. The wheel base is 120 inches, the wheels and tires 36x4 and the straight line torpedo body swings low between the axles—three inches lower than the ordinary car.

Notice the rake to the steering column. It's adjustable. You can settle down for *mile after mile. Your arms are free; your* legs not cramped. The wheel is just in the right place to see the road ahead. To steer is but to touch the wheel.

Steer Without Friction

When you hit a stone the wheels don't turn sharply. When you want to turn it guides as without a point of friction. There's no whip to the wheel—no bind —just a pleasing flexibility.

You sink down with pleasure into the eight inch upholstery—yet you never strike bottom—you never reel nor feel a jolt. The rear springs are 2½ inches wide and proportionately thin. The period of vibration of the steel is long. The metal is slow acting—deliberate. You go up and down with the smooth regularity of a pendulum of a clock.

Let Women Decide

It's a car that women most endorse. The seats are low—yet high enough—with sufficient leg room to choose the attitude you like.

Three persons ride with ample elbow room in the rear. The rear seat is four feet wide and twenty inches deep with thirty-one inches of leg room—enough for the tallest person. The long, easy arm rest is upholstered to the full length of twenty-six inches. There is room for extra baggage in the tonneau and the robe rail, 34½ inches wide, has five inches of space for wraps.

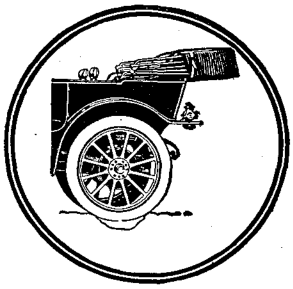
A Captivating Car

Leather pockets on both rear doors and the left front door are for convenience. The front floor below the cowl dash is not narrowed, but is wide, due to the parallel sides of the torpedo body.

We want you to feel the personality of this car. To see it is to appreciate its charms.

Finished in English Purple Lake, with black japanned guards, fillers and tool box, with high, distinctive radiator, it has individuality without eccentricity.

You will want to prove these things to yourself before you buy. Send a postal today asking for the catalog.



Big wheels and tires help to carry you lightly over depressions in the road. It's the bumps that cause fatigue. You don't have to brace yourself and hang on in the Rambler.

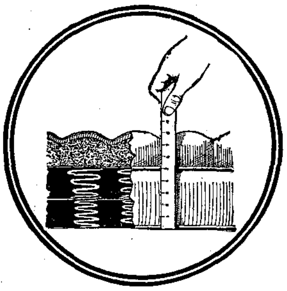
Ten Other Styles, Including Open and Closed Cars of 38 and 50 Horse Power

Equipment —Bosch duplex ignition. Fine large, black and nickel headlights with gas tank. Black and nickel side and tail oil lamps; large tool box; tool roll with complete tool outfit. Roomy, folding robe rail; foot rest, jack, pump and tire kit.

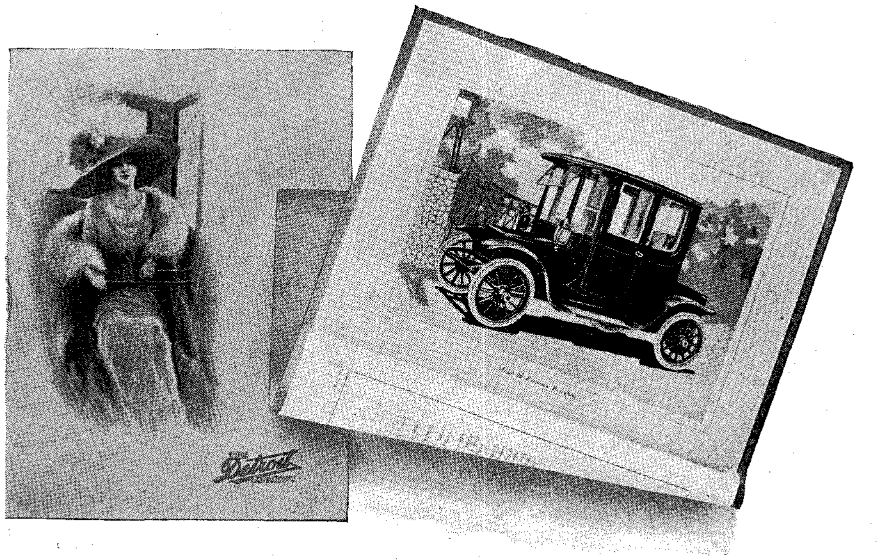
The Thomas B. Jeffery Company

Main Office and Factory, Kenosha, Wisconsin

Branches: Boston, Chicago, Cleveland, Milwaukee, New York, Philadelphia, Sacramento, San Francisco



A cushion soft and pleasing even to an invalid. Eight inch upholstery of finest leather and selected long hair—45 double acting steel spring coils. Rich in comfort, finished like club furniture.



WRITE for this book before you buy any motor car. You owe it to yourself to be thoroughly informed before making so important an investment. This book tells about the features which a high-grade, up-to-date electric automobile should have.

It gives you a *new* standard by which to judge electric car values. This book tells you the difference between the ordinary Shaft Drive and the genuine "Chainless." The "Chainless" Shaft Drive has no concealed chain or gear reductions at the motor to rattle, wear, or waste power.

It tells you about the horizontal speed controller that allows *full seat room* and permits a natural, restful position while driving—Note illustration on front of book. It tells about the double brakes (patented) that can be operated either by hand or foot or both, and insure absolute safety both to driver and car at all times.

It tells you why aluminum body panels mean so much to you and the life of your car—the advantages of "full-skirted" aluminum fenders which protect the body from the dirt and splash of the road.

In fact, this book illustrates many *exclusive*, mechanical features that mean so much to you. In addition, there are nine full page illustrations of our stunning body designs.

In deciding on an electric car, it is well to bear in mind that the manufacturers of the Detroit Electric have been *pioneers* in adopting principles of construction which are accepted as standard in up-to-the-minute automobile design. They have also been leaders in developing *new features* which should impel you to investigate the Detroit Electric before you make any automobile investment.

The Detroit Electric may be equipped with either the Thomas A. Edison battery of nickel and steel for which it has the *exclusive* use in Pleasure Cars or the Detroit Electric *guaranteed* Lead Battery. Again we suggest, write for the Detroit Electric book today.

THE
Shaft Drive **Detroit** *Chainless*
ELECTRIC

ANDERSON ELECTRIC CAR COMPANY
408 Clay Avenue, Detroit, Michigan

Branches:—New York, Broadway at 80th Street; Chicago, 2416 Michigan Avenue;
Buffalo, Kansas City,
Brooklyn, Minneapolis,
Cleveland, St. Louis.

Selling representatives in all leading cities.

Bronze Memorial Tablets
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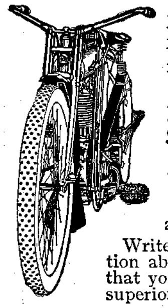
Write for our illustrated booklet, Free.

1912



YALE SERVICE is the natural result of YALE quality, which is based on correct design, highest grade materials, skilled workmanship and special automatic machinery.

There are more drop forgings used in the YALE than in any other motorcycle built.

All four 1912 models—4 H. P. to 7 H. P. Twin—have 2¾ in. Studded Tires, Eclipse Free Engine Clutch, Eccentric Yoke and Muffler Cut-Out.

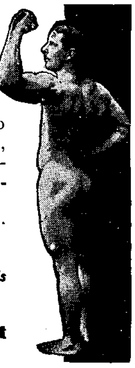
Write today for advance information about these real 1912 models, so that you can see, by comparison, the superiority of the YALE.

THE CONSOLIDATED MFG. CO.
1743 Fernwood Ave., Toledo, Ohio

MY FREE BOOK
"The 'Whys' of Exercise"

Tells how and "Why" you can secure powerful lungs, a broad chest, a strong neck, an arm of steel and broad shoulders. It tells you why two kinds of strength must be developed before you can be really healthy and strong. You must develop functional strength (strength of heart, lungs and vital organs) as well as muscular strength. It tells of the most successful way to take physical exercise.

To cover cost of mailng send 4 cents.



PROF. H. W. TITUS,
"The strongest man in the world of his weight."
2100 Titus Building
156 East Twenty-third Street
NEW YORK CITY

germs. Advantage is taken of this fact in the open-air treatment of consumption. It is therefore not surprizing that motoring has proved to be a useful agent in the treatment of germ-produced diseases, including consumption, asthma, some cases of chronic bronchitis, suppurations, and so on. Not only are the germs lessened in their activity, or actually killed, but the anemia which they produce is also alleviated in the way mentioned above. Before leaving the subject I may add that dandruff and baldness of the head, produced by germs, I have known in several instances to be decidedly benefited.

"Then, again, there are certain mild forms of heart disease which are undoubtedly ameliorated by motoring, due possibly to the enriching of the blood.

"It must not, however, be imagined that motoring is a panacea for all ailments, or even that the diseases to which I have referred will invariably be cured. Each must be taken on its own merits, and the *pros* and *cons* carefully weighed before making any definite statement. One can, however, say that, looked at from the broad point of view, motoring is undoubtedly healthy and health-giving, and that in certain classes of diseases it has afforded us an additional method of treatment of an extremely promising nature."

THE FUTURE OF A GREAT INDUSTRY

The importance of the automobile industry recently led *The Journal of Commerce* of New York, which probably is the most influential and conservative commercial paper in America, to issue a special supplement devoted wholly to this industry. One of its writers in this issue declares that, in the long line of inventions that have forcibly influenced the life of the nation, "none has had so sensationally rapid and revolutionary a career as the automobile." This industry now ranks "close to the top of American enterprises." Moreover, "it has seriously undermined the historic and traditional carriage business in its stability, has retired horses by the thousands, has made the railroads wince at times, has affected numerous markets, and at times even made a serious impression on the aggregate financial status of the American people."

The writer believes that what has thus far been attained is "only the forerunner of another and far greater development of the motor vehicle which will make itself felt on the whole fabric of national commerce and traffic—the motor truck." There are now in operation not far from 18,000 or 20,000 commercial trucks, costing $60,000,000. Some observers declare that an immediate market exists for not fewer than a quarter of a million commercial cars. With all the success of the industry, however, and with its whole structure "fairly bristling with possibilities," there is much in the motor trade that is "raw and even chaotic." The writer says:

"Hundreds and even thousands have employed the motor wagon, but too often without full intelligence of its possibilities or its limitations. There have been great successes and there have been failures. There have been overzeal and overconservatism; disappointment and happy surprize. The net result, while very encouraging, is not yet so thoroughly crystallized as to lend to the buyer's attitude complete confidence, either in the machine or the men making and selling it. There have been inevitable lessons to be learned by both maker and user and they have learned and are learning them rapidly.

"Looked at inwardly there is much room for improvement in the trade itself. Mechanically, the motor-truck has been highly developed by some makers and its use has been attended by beneficial results. There are still, however, scores of trucks on the market and in operation which are yet in process of development; a development which can be made only in the hard line of actual service—a situation which places a mutual responsibility for cooperation on both owner and maker.

"Then there has come forward an almost undreamt-of necessity, on which the whole present-time success of the motor-truck appears to depend—the service station. If the business man abandons his horse-drawn equipment and trusts his whole traffic service to the new utility, it must prove itself worthy the responsibility by keeping everlastingly "on the job." The only way this is possible is to have at hand a well-equipt service station, where a truck can be quickly repaired, or supplied with any missing part or accessory with the shortest possible absence from duty.

"The merchandizing side of the motor-truck business is in a decidedly unfortunate condition. One has only to review the history of the industry to find the causes which have naturally led up to this condition. The whole atmosphere of the automobile, since it evolved from the bicycle, has been one of luxurious leisure and sport, and has naturally recruited to itself men interested in that side of life. Their methods have been too often those which make success for the bicycle race and the matinee, rather than those which sold threshing machines, reapers, wheelbarrows, and machinery, or which moved the freight of a continent. But as the industry has lately been crystallizing into commercial lines, all this is a misfit, and the future demands a radical revision of methods, ideals, and probably personnel.

"Salesmanship which succeeded in the past must give way to new principles and new relations between buyer and seller. No longer will the salesman count his responsibility ended when he has the buyer's money in his hand; but just begun. From that moment he must cooperate with the owner in bringing about success for the common interest of both. Advertising methods must change, and the whole psychology of advertising be revised. The methods of the circus parade and the theatrical press agent may do with a buyer who knows he is buying a car for sport, but not for the business man hunting for a utility to strengthen his hand in the battle of economic competition. To one with a broad grasp on the true situation, a large portion of the selling system—especially advertising plans—seen would appear deplorable if it was not ludicrous.

"In the immediate future there is bound to be a wholesale transition in ideals, and probably men, back of automobile, especially truck advertising. Not even good-fellowship and old association will entrench them in the face of the strenuous battle for preferment that is bound to come. Already, where experienced financiers have taken a hand in the industry, inevitable clashes have resulted and sweeping changes in trade methods taken place. It is such things as these that have sometimes made financiers apprehensive as to the soundness of the automobile industry; not that there is anything radically weak in the future prospects for the demand nor the popularity of cars which are backed by substantial business organizations. They are at their flood-tide to-day.

"That there are scores of automobile companies and agencies in shaky financial condition is not to be denied. Broadway is replete with moving-day episodes; concerns that come to-day and to-morrow fold their tents like the Arabs and as

Diamond Tires
1912 MODEL
1912 MODEL
TIRE PRICES
We could build them cheaper
But we won't
We would build them better
But we can't

WHEN the car builder says to the tire maker "Don't talk quality to me, it's prices I want"—*you lose.*

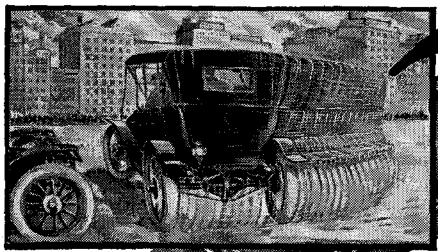
The car builder who *buys* his tires on a price basis is *selling you* a *tire* that is *built to meet his prices.*

Remember—the car builder does not guarantee the tire on the car he sells you; his responsibility ends there—but yours begins.

Insist upon Diamond Tires on your new car before buying and you will get them. Diamond Tires are built and sold on a *Quality* basis only. Their first cost to the car builder is a little more than on other tires, because of the additional mileage and wear that we build into them. Start your new car out on Diamond Tires, and you'll stick to Diamonds ever after. That's the only way to cut ultimate tire expense to the lowest.

In addition to dependable Diamond dealers everywhere, there are FIFTY-FOUR Diamond Service Stations. Diamond Service means more than merely selling tires—it means taking care of Diamond tire users.

The Diamond Rubber Company
AKRON, OHIO



Timely Warning

No matter how careful a driver you may be, you **cannot prevent** skidding and slipping on wet, muddy, snow-covered roads or on icy, slippery, greasy pavements **unless** you equip your car with

Weed Chains

An absolute necessity on both rear wheels and if you want to know what real steering steadiness means, put them **on the front wheels, too.**

Easily put on—attached in a moment without the use of a jack or other tools—are **free to creep**—continually shift their position on the tire—**cannot injure tires**—because they **do creep.**

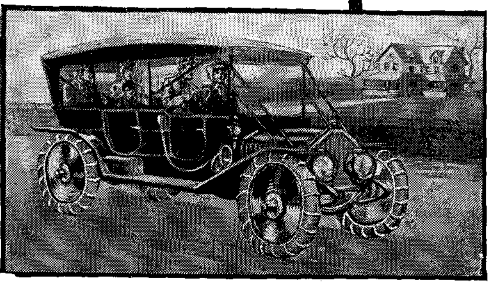
Insurance companies, for their own protection, strongly advise the use of Weed Chains on every car they insure.

For your own safety—for the safety of the public **fully equip** your car with Weed Chains. Make it **your business** to get a set today.

Recommended and sold by all reputable dealers

Weed Chain Tire Grip Co.
28 Moore St. New York

THE NAME WEED ON EVERY HOOK



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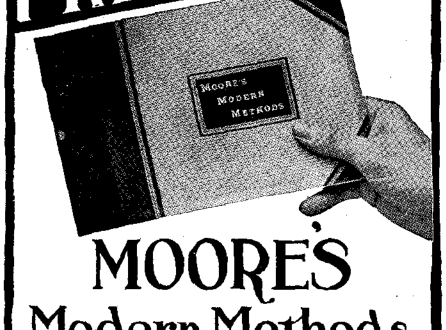


MOORE'S Modern Methods

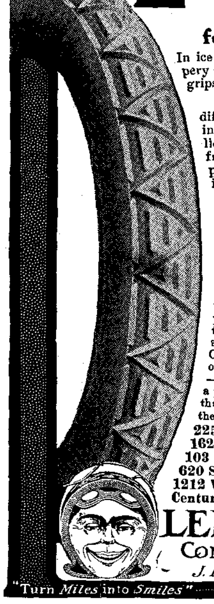
A Practical Instruction Book in Loose Leaf Record-Keeping

Contains full explanation of this **Money and Time Saving** method of bookkeeping. Describes and illustrates 40 Record Forms with full explanation of their use.

We will send this book WITHOUT CHARGE to any Business or Professional Man who writes for it.

John C. Moore Corporation
720 Stone Street
Rochester, N. Y.

FREE



EE TIRES

(Formerly "Jelco")

for Winter Service

In ice and snow, on slushy, slimy, slippery streets, you need an anti-skid that grips the road like a bulldog.

Lee Zig-Zag Tires

differ radically in appearance—and in *service.* Scientifically correct oblique and longitudinal ribs prevent front slipping. Unique design and pyramidal construction make packing with snow and slush impossible. Under the hardest cars they have proven their anti-skid efficiency, and given **exceptional mileage.**

Lee Puncture-Proof Tires

are now supplied with Zig-Zag Treads for Winter use; or regular treads. Their performance even on trucks and taxicabs has proved so convincingly that they combine resiliency, freedom from punctures and **surprising mileage,** that scepticism has given place to enthusiastic praise wherever they are used. One firm reports that their first sixteen of these tires gave a total mileage of 84,128—an average of 5258 miles per tire, without a puncture. We have even better records than this—write for booklet L, containing them, or call at **OUR STORES—**

225 N. Broad St., . Philadelphia
1628-30 Broadway, . New York
103 Massachusetts Av., . Boston
620 S. Michigan Av., . . Chicago
1212 Woodward Av., . . . Detroit
Century Bldg., ... St. Louis

LEE TIRE & RUBBER CO.
CONSHOHOCKEN, PA.
J. Ellwood Lee, President

"Turn *Miles* into *Smiles*"

silently steal away' into some back street or out of town. But other companies are as firm as the hills, headed by men with long-range vision, backed by organizations that embrace both engineers, salesmen, and advertising men; men willing to abandon fond hobbies and listen to the voice of public demand and public opinion, intelligently and with due regard to sound business principles. Such concerns will remain and, as the business man who buys trucks is bound to cast his lot with such concerns, will prosper."

GASOLINE AND OATS

Thaddeus S. Dayton, writing in *Collier's Weekly,* insists that the question of gasoline and oats is more and more coming to the front with the increase in the use of motor-cars and trucks. In 1912, the strife between the two promises to be greater than in any former year. It seems likely that some 250,000 cars will be produced this year in the United States. Already nearly 600,000 cars are in active use, besides something more than 100,000 motor-trucks. By the close of this decade, Mr. Dayton believes that gasoline rather than oats will be the motive power that dominates streets and highways. The horse, meanwhile, is not increasing in numbers, but falling back, there being fewer now than there were in 1900. Mr. Dayton continues:

"The wise business man everywhere has been studying the gasoline and oats problem, and solving it in the same way. Paris, London, New York—all the big cities are saying good-by to the horse. In Paris and London horse-drawn omnibuses were a feature for years. They have almost passed out of existence now. Since 1900 the number of horses in use in these two cities has been decreasing at the rate of more than three thousand a year. In Cleveland and Detroit, two great centers of the automobile industry, the motor-car is even farther ahead than in New York. In Cleveland there are two motor vehicles to every one drawn by horses; in Detroit the proportion is two and one-half to one. This includes all sorts of vehicles, and the count was made in places where much heavy trucking was being done. In New York City one pleasant November afternoon two men stationed themselves at the corner of Fifth Avenue and Fortieth Street and counted every vehicle that passed in a half-hour. The pleasure cars outnumbered the carriages by 163 to 1. Ten years ago the result of such a tabulation would have been almost the reverse. Horses are now so scarce on Fifth Avenue that people comment on them as curiosities.

"Many persons who have studied the case of the auto *vs.* the horse are of opinion that within ten years the use of horses will be forbidden upon the streets in the congested parts of cities. One of these experts asserts that by 1920 not a horse will be allowed south of Fourteenth Street on Manhattan Island. Another authority says that to-day the horse is hampering business in all the crowded delivery sections of cities, and that horse-drawn vehicles take up so much room that in New York City alone, if the horse were done away with, three hundred miles of streets could be saved.

"There is just so much roadway in every city. In New York the municipality has been widening many of the great thoroughfares so as to give more room for the vehicles. A horse-drawn wagon takes up almost twice the space occupied by a motor-car, and does not move one-third as fast. The slower vehicle sets the pace of the stream of traffic. There are about one hundred and fifty thousand truck-horses in service every day in New York. Hitch these to their wagons and they would make a column more than five hundred miles long.

"All lovers of the horse will be glad to see him banished from the city streets, especially during the torrid weather. In every large city last summer during the hot weather horses died by thousands. This tragedy is enacted every summer. Winter, with its slippery pavements, is almost as bad. Every snow- or sleet-storm takes its toll of broken bones and suffering that is only ended by a revolver shot.

"It is all a question of dollars and cents, this gasoline or oats proposition. Even with an ordinary pleasure automobile it simmers down to that. Tests have shown that the balance is in favor of the motor-car just as it is in the case of the heavier vehicles that do the truck-horse work. A six-days' trial, for purposes of comparison, was made not long ago. The automobile ran 457 miles in that time at a cost of one and one-half cents per passenger per mile. Depreciation was charged in this cost, too. With a horse and buggy the distance covered in the six days was 197 miles, and the cost was nearly two cents per passenger per mile.

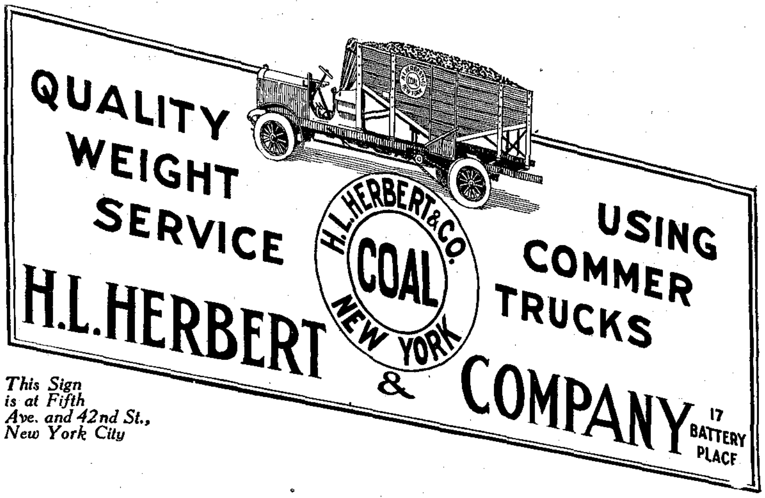
"The automobile is no longer classed as a luxury; it passed beyond that stage several years ago. It is acknowledged to be one of the greatest time-savers in the world. Utility and pleasure are now combined in the employment of every passenger car that is in use. The passenger car gives those who travel by road more time for pleasure and greater zest for its enjoyment. It is a cure for many ills, and a preventive of many more."

THE PROFITS OF A SINGLE COMPANY

The annual statement of one of the best-known manufacturers of motor-cars, recently published, gives an interesting showing, not only of the magnitude of the business done, but of the profits realized by successful companies. The total resources of this company at the end of its fiscal year in 1911 were set down as $16,110,756. The year's total receipts had been $13,817,499; and the total disbursements $13,650,528. The capital and surplus investment at the beginning of the year were $11,927,611; the gain at the end of the year was $1,406,410. The capital stock being $10,000,000, this gain represents 14 per cent. as the net profit. Meanwhile, wages had been increased, and were higher than ever before. Following are data from the treasurer's statement:

RECEIPTS AND DISBURSEMENTS

Cash on hand September 1, 1910		$650,966.10
Receipts During Fiscal Year:		
Accounts Receivable	$11,340,267.99	
All Other Sources	1,826,265,69	
Total Receipts		$13,166,533.68
Total		$13,817,499.78
Disbursements During Fiscal Year:		
Accounts Payable	$11,997,250.97	
All Other Accounts, including all taxes	1,653,277.28	
Total Disbursements		$13,650,528.25
Cash on Hand August 31, 1911		166,971.53
Total		13,817,499.78



This Sign is at Fifth Ave. and 42nd St., New York City

Repeat Orders that Mean Something

A conservative merchant does not publicly boast of his trucking equipment unless he KNOWS IT IS RIGHT.

H. L. Herbert & Company, after many years' experience with leading gasoline trucks, have adopted the Commer as the best for their service. Last April they bought one 6½ ton Commer; in August another; in November another; and in December FIVE MORE. Now, their positive enthusiasm over Commer Trucks has led them to put "Using Commer Trucks" on the above sign.

The WCP Commer Truck

4½-Ton 5½-Ton 6½-Ton

THE Pioneer Fireproof Storage Warehouses of Brooklyn, New York, after using motor trucks for several years, have found the Commer Truck the only one that will deliver household goods within a 150 mile radius of their headquarters at less cost than freight and in less time than express. Their tests have been conducted with three Commer Trucks, the first of which was purchased last August.

They have, therefore, disposed of their five trucks of other makes and have sent us a third repeat order for six W. C. P. Commer Trucks. Their newly standardized motor truck fleet consists of nine Commer Trucks.

These repeat orders, coming after thorough tests and wide experience with other motor trucks are the only kind that MEAN SOMETHING TO YOU AS A CONSUMER.

We warrant Commer Trucks for SEVEN YEARS from date of delivery. This warranty is unlimited regarding defective material and workmanship

And while many Commer Trucks are seven years old, not one has ever worn out.

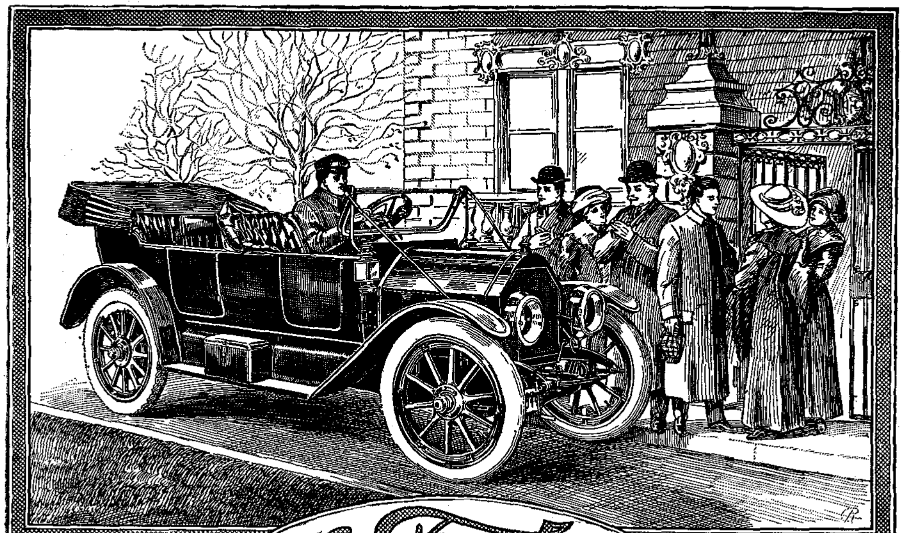
Send for a copy of our 32-page announcement which ran recently in two of the leading automobile magazines.

WYCKOFF, CHURCH & PARTRIDGE, INC

BROADWAY AT 56th STREET NEW YORK CITY
PLANT AT KINGSTON, N. Y.

OR THESE REPRESENTATIVES:

Transportation Sales Co., Inc., Broadway at 56th St., N. Y. City
Chas. B. Shanks, Western Manager, 703 Monadnock Bldg., San Francisco, Cal.
Pioneer Automobile Co., Golden Gate Avenue, San Francisco, Cal.
Pittsburg Auto Co., 5909 Baum St., Pittsbur
Benoist & Aull, Benoist Bldg., St. Louis
J. A. Koehl, New Orleans, La.
J. Wade Cox, Houston, Texas
Thos. P. Goodbody, 626 N. Y. Life Bldg., Chicago, Ill.
Dodge Motor Vehicle Co., Cambridge, Mass.
Skinner Bros., Hartford, Conn.
Fred E. Gilbert Co., Jacksonville, Fla.
H. E. Olund, Crown King, Arizona
Geo. R. Snodeal Auto Co., Baltimore, Md.
Motor Sales Co., Washington, D. C.
Geo. H. Snyder, 465 Fulton St., Troy, N. Y.
Hoagland-Thayer, Inc., 383 Halsey St., Newark, N. J.



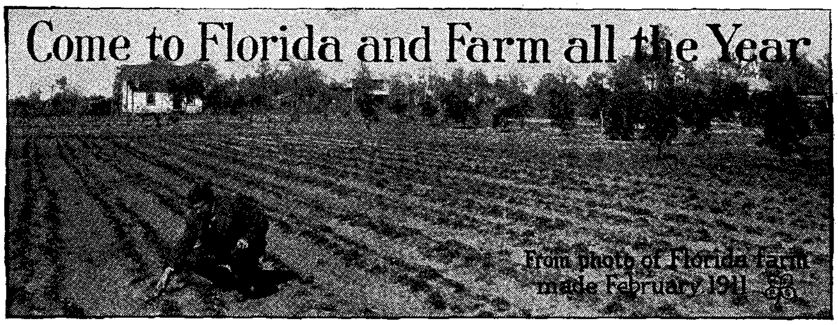
The Firestone Columbus

Self-Starting 1912 Model 68 D

Adapted to meet all the needs and all the demands of all the family. For quick service about town, for trips to the country, on the speed-way, on endurance runs, this 7-passenger car is without an equal in its class or at anywhere near the price. The wheel base of 122 inches permits of an ample, roomy body and insures comfortable, easy riding.

Write for Catalog 57-G

COLUMBUS BUGGY COMPANY
557 Dublin Avenue Columbus, Ohio



Come to Florida and Farm all the Year

From photo of Florida farm made February 1911

Farm with less labor, more comfort and ten times larger returns than you have ever farmed before. You can do it on Terrell Lands in south Florida. Soil best in the state. Climate ideal. Cost of living low. No farm more than 3½ miles from a railroad. Eight growing towns on or adjoining this tract. School, church and social advantages of the best.

TEN ACRES WILL MAKE YOU INDEPENDENT

You can work them every month in the year, raising two to four crops which will return you $150 to $1000 per crop per acre. Insure for the future by planting a pecan nut grove. Returns per acre exceed those of almost any other crop. No land in Florida will grow better citrus fruits. This is the heart of the "truck garden of the nation." All stockholders of this Company have bought lands from it; many of them will develop their properties and live at Rerdell.

Every purchaser has six months in which to investigate the land, either personally or through an authorized representative, and if not entirely satisfied money paid will be refunded.

WE HAVE A NEW BOOK FOR YOU

It is beautifully illustrated. It tells all about Terrell Lands, how you can secure a farm or a winter home there on easy terms. It also gives full details of a safe, sound investment plan for you if you do not care to move to Florida. Send for a copy today; it is free.

TERRELL LAND AND DEVELOPMENT COMPANY, Box 111, Rerdell (via Terrell), Florida

GENERAL BALANCE SHEET

RESOURCES:		
Plant—		
Real Estate (at cost)	$ 283,707.45	
Buildings	1,945,849.72*	
Machinery	1,061,623.72*	
Equipment: Boilers, Engines, Generators, Motors, Elevators, Shafting, etc., etc.	1,011,160.76*	
Fixtures	217,925.04*	
Tools	250,000.00*	
Paid on New Buildings in progress	82,620.24	
Rights, Privileges, Franchises, Development, Patents and Inventions	3,412,958.89	
		$8,265,845.82
Investment in branch houses		1,272,410.48
Investment Account—		
50 Bonds C. & N. W. Ry. Co.	$46,625.00	
50 Bonds C., B. & Q. Ry. Co.	50,312.50	
		96,937.50
Stock Option Contracts with Employees		112,200.00
Material Stock—		
Raw and in Process and Finished Vehicles		5,202,887.77
Current Assets—		
Cash	$166,971.53	
Vehicles in Transit to Dealers	372,712.36	
Vehicles in Transit to Branches	325,973.93	
Accounts Receivable	152,008.66	
Bills Receivable	100,183.35	
Expenses Paid in Advance	42,624.88	
		1,160,474.71
		$16,110,756.28
LIABILITIES:		
Capital Stock—		
Common Stock	$5,000,000.00	
Preferred Stock	5,000,000.00	
		$10,000,000.00
Payables—		
Bills Payable	$1,155,000.00	
Accounts Payable: Invoices, Accrued Pay Roll, Vouchers not due, Deposits on Vehicle Orders, etc., etc.	1,703,265.33	
		2,858,265.33
Reserves—		
Accrued for Depreciation, Interest, Taxes and Insurance		268,469.14
Surplus Aug. 31, 1911		2,984,021.81
		$16,110,756.28

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* Depreciation for current year deducted, aggregating $572,001.37.

True for Once.—CHURCH—"Here's an advertisement of a railroad's night trains. It says, 'You go to sleep in Philadelphia and wake up in New York.'"

GOTHAM—"Well, I don't generally take stock in railroad advertisements, but I guess that one's true, all right."—*Yonkers Statesman.*

PERSONAL GLIMPSES

THE ATTILA OF MEXICO

ONE day in December, 1910, there entered Madero's camp in northern Sonora a modest-looking chap by the name of Zapata. Nevertheless, the slouchiness, the laziness, the stupidity and cowardice of the average Mexican were absent from his make-up, and Madero decided to let him have a try. So he sent him down south with a few score of followers, and the next morning awoke to find his erstwhile caller famous. Zapata had routed the forces of Diaz and was off on a triumphant tear. Through the States of Moulos, Guerrero, and Oaxaca he darted in almost as many days, and before the week was up Zapata was commonly referred to in the Governmental press as the "Scourge" and the Attila of Mexico. And if any one "insurgent" was responsible for the resignation of Diaz, that one, says Richard Barry in *Harper's Weekly*, was Zapata. Afterward, we read:

When peace had been declared, Madero sent word to Zapata to lay down his arms. Zapata's answer was to ride into the little town of Xuatitl at the head of a band of lawless men who could never have been called an army save by the euphemism of a desperate politician, rout the small Federal garrison, loot the stores, and kill all who opposed him, as well as a number of innocent Mexicans who merely happened to have the ill luck to get in the path of the invaders' bullets.

Shortly after this, on May 27, Diaz, who in his prime would have known how to deal promptly and effectively with such a desperado, left the shores of his troubled country. A week later his successor entered the city of Mexico as a private citizen and took up an unofficial residence, from which, ostensibly, he passively awaited the outcome of the fall elections, but from which, in fact, he issued the executive orders and made the proprietary appeals which, after his inauguration, issued constantly from the Presidential palace.

One of Madero's first moves was to send for Zapata, who promptly came into the city to see him. "Don Pancho" (a popular derivative of Mr. Francesco, which is Madero's first name) "implored"—to use the phrase of his vociferous journalistic applauders—Zapata to cease fighting and lay down his arms, and he promised that if this were done the young leader should have a substantial place in the Government forces once the elections were over.

Zapata agreed to all that he was "implored" to do, but, before he left the city, he induced Madero to advance him 30,000 pesos (about $15,000). This advance was from Madero's private funds, as at that time he had no legal way of reaching the public exchequer.

Within a fortnight "the hordes of Zapata," as they have ever since been called by the Mexican yellow press, were loose again, and the "Attila of the South" had begun his newer and more glorious career. By the middle of July the numbers

The Latest Achievement of Rauch & Lang

The electrics produced in the Rauch & Lang factory are the handsomest vehicles made today.

The Rauch & Lang car is a masterpiece of mechanical skill and beauty. Ease of operation is one of its exclusive features.

The control (which is patented) is unique. There is no other like it. It is so simple anybody can drive the car with perfect safety and comfort. You cannot know how easy it is to drive an electric vehicle until you have driven a Rauch & Lang.

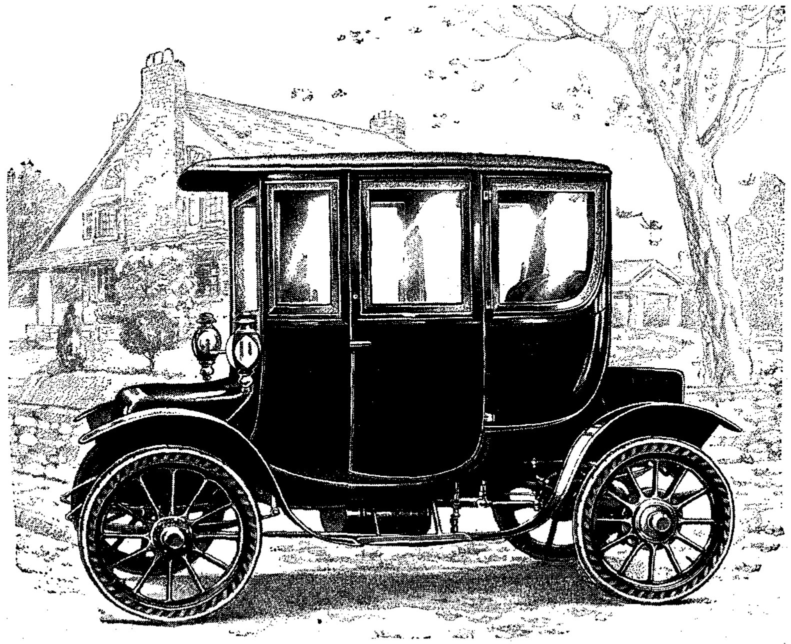
This simple car, with all its advantages, *costs* the least to maintain. Neutral garage men will tell you how little attention a Rauch & Lang needs. Any agent can give you approximate figures. You should get them before you decide on a car.

Exide Batteries standard equipment, Special Electric Pneumatic or Motz High-Efficiency Cushion Tires optional.

Catalog on request. Demonstration gladly given at any time by any Rauch & Lang agent.

Rauch & Lang Electrics

The Rauch & Lang Carriage Company
2319 West 25th Street
Cleveland Sixth City
(121)



Residence of Mr. Otto Miller, Bayside, N. Y.
Shirley R. Guard, Architect, Bayside, N. Y.

DEXTER BROTHERS
PETRIFAX CEMENT COATING

should be used on all cement, brick, and stucco exteriors. Without it rain and dampness are sure to penetrate, causing unsanitary conditions and perhaps damage.
Petrifax waterproofs the surface, will not crack, chip or peel, and is unaffected by climatic changes.
Made in white and several colors. For natural cement finish specify Petrifax No. 40. Write for Booklet.

Dexter Brothers Co., 117 Broad St., Boston, Mass.

Branches: 1133 Broadway, New York, N. Y.
218 Race St., Philadelphia

Also makers of Dexter Brothers English Shingle Stains

DEXTER BROTHERS' DEXTER TRADE MARK PETRIFAX

AGENTS.—H. M. Hooker Co., Chicago; E. B. Totten, St Louis; Carolina Portland Cement Co., Atlanta, Ga., Birmingham and Montgomery, Ala., Jacksonville, Fla., Charleston, S C., and New Orleans, La.; Sherman Kimball, San Francisco; Hoffschlager & Co., Honolulu; and DEALERS.

which had risen at his command were incalculable, and *El Mexicano Heraldo* published a news dispatch from Morelos reporting that he had an "army" of 15,000 men. Early in August *El Imparcial* reported that he had 20,000 men under his command.

The provisional government under De la Barra made a number of futile efforts to stop the depredations, but always, we are told, in vain, for,

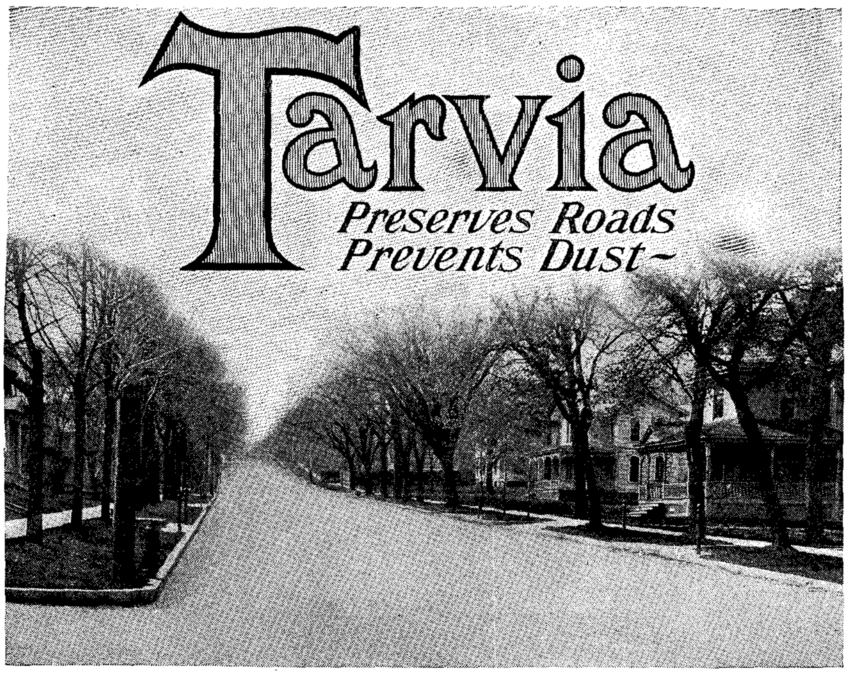
> instead of making a swift campaign after the person of Zapata, arresting him promptly, and executing him following a hurried court-martial, as Diaz would doubtless have done, the orders issued against him were merely defensive. The Federal garrisons in the various towns were ordered to be on the watch for him and to "resist" his approach. The effect of this, in several cases at least, was to make certain lesser Federal officers ignore the coming of Zapata, in reward of which ignorance they received a share of the booty that the bandit was thus enabled to take from the more prosperous townspeople.
>
> On the very day when Madero was inaugurated President, November 6, the various bands which were operating under Zapata broke loose in eleven different places in the States of Morelos, Oaxaca, and Guerrero. Whether by design or accident, it seemed as if the wily and audacious bandit were determined to serve a formal and terrible notice that his former chief must walk the plank which Diaz had walked.
>
> Since then, every few days, there is reported a "raid," or an "outbreak," or a "battle" in which Zapata is almost invariably the victor. In the Federal reports these affairs are "battles"; in the political language of the capital they are "raids," and, in the mouths of the anti-Maderistas, they are "outbreaks."

The whole State of Morelos is now practically under Zapata's control. At any rate the Federal Governor no longer dares maintain a permanent residence there, and many of the principal cities have been almost depopulated through fear. But to proceed:

> Early in December Zapata started out at the head of a marauding band of perhaps a thousand lawless followers, determined to "throw a scare" into the city of Mexico. He rode within sight of the city, set on fire three small villages, and rode away again. The smoke from his devastation could be seen from the spires of the cathedrals in the capital. He then made a long detour to the west and south, and on Christmas Day again appeared near Tenancingo, in the State of Mexico, within easy telephone distance of the city. There he overtook twenty rurales, and killed thirteen of them, the rest escaping. Some women, wives of the rurales, and a child, who witnessed the butchery and protested, were killed, and their bodies were then mutilated.

Zapata creates a follower in the simplest manner possible—by handing him a rifle. And to the average Mexican a rifle means everything. But, we are informed:

The only political reason for Zapata's increased strength since Madero's in-



Hennepin Avenue, Dixon, Ill. Constructed with Tarvia X.

Dixon's Experience with Tarvia

THE City of Dixon, Ill., is one of the countless towns which have discovered the economy of building macadam roads with Tarvia. The result is a clean, firm, durable and dustless road which wears so much better than plain macadam that the extra cost of the Tarvia treatment is more than paid for.

The effectiveness of Tarvia in Dixon is testified to in the two following letters:

Dixon, Ill., Feb. 9, 1911.

Gentlemen:—

We used several blocks of Tarvia-bound Macadam last fall and I believe it has and will prove satisfactory for what we want. We have large amounts of fine rock easily accessible at a nominal price, and have had trouble in holding it as plain macadam on our hills, but Tarvia binder holds right where we want it.

Personally, I am a great believer in Tarvia as an answer to the demand here in Dixon for a cheap permanent pavement.

Yours truly,
(*Signed*) R. C. Bovey,
Chairman, Street Commission.

Dixon, Ill., April 10, 1911.

Dear Sir:—

Will say that the tarviated street we laid here last summer seems to me to meet the requirements finely. The water runs off as "from a duck's back." For residence streets, and particularly for hilly sections it is almost ideal. It is cheap as compared with brick, and horses do not slip on it as they do on many streets. Then I think you are just about rid of the dust.

(*Signed*) L. B. Neighbour, City Engineer.

Tarvia is a dense, viscid tar product especially devised for use as a binder on macadam roads. It fills the voids in the macadam and encloses the stone in a tough, plastic matrix which prevents shifting of the stone under the weight of traffic, cushions internal movement, holds the surface stones to their work, prevents ravelling, erosion and pulverization by automobiles.

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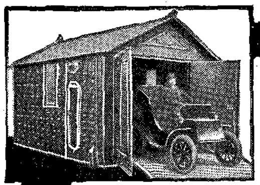

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Pruden System of reinforced interlocking metal unit construction is unlike any other. No wood. Absolutely fireproof. No framework needed. You put up in a few hours with wrench and screw driver. For strength, durability and appearance ranks with solid masonry. Costs two-thirds less. Ideal also for **cottages, stores, warehouses, hunting lodges.** Immediate shipments from stock. **Write for catalog.**

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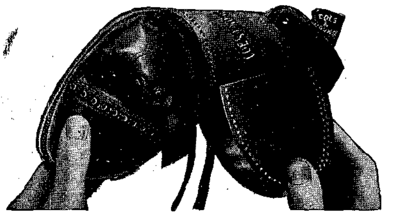
A DISTINGUISHED ORTHOPEDIST SAYS IN REGARD TO FLAT-FOOT:—

"The amount of pain stands in no direct relation to the amount of deformity. Many men whose feet show no deviation from the normal type suffer acute pain and respond to flat-foot treatment."

COES & YOUNG'S $7 Flexible Arch-Support Shoes not only relieve such cases, but almost any case of flat-foot or fallen arches. They provide the arch with a firm but flexible support, and restore the feet to their normal position and muscular activity.

If you have no foot-troubles at all, but still desire an ideal, high-grade shoe for comfort and service, you'll be delighted with this shoe. In any case where these shoes fail to do all that we claim, **we will cheerfully refund the price, $7, and also the return express charges.**

Write today for folder C, describing these shoes designed, produced and sold exclusively by us.



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We have a record of the size, width and last of the shoes bought by every individual who has ever traded with us. In this way we fit accurately by mail hundreds of former Bostonians who now live in distant parts of the United States and its dependencies.

auguration lies in the fact that Madero indulged in many extravagant promises before his revolution was successful. He assured the people that if they would drive out Diaz and place him in power he would divide up the great estates and place them under the ownership of the whole people. Of course he has not fulfilled these promises, and the result is that Zapata finds an easy and effective argument to use with many who might otherwise hesitate to become mere outlaws. "As Don Pancho has not given you what is yours," says Zapato, in effect, "take this rifle and follow me and I will give you what you have been promised and have not received." Thus Madero's false political preaching has reacted.

A large number of foreigners holding property in southern Mexico have been forced to "contribute" to Zapata, who evidently possesses the cool suavity of the traditional bandit as well as the ferocious cunning. These "contributions" are made in the hope that thus devastation and murder may be avoided, tho they are not always successful.

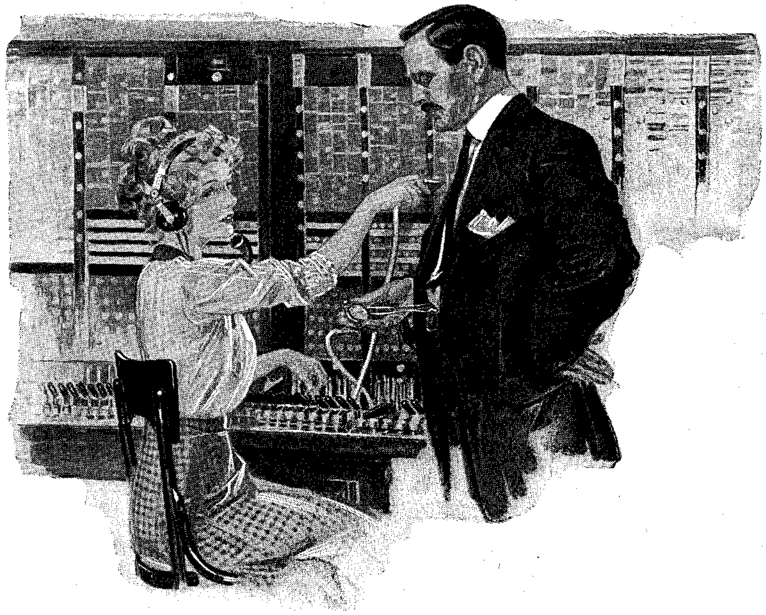
The following story, says our informant, was told him by a wealthy mine-owner who was lucky to escape from Zapata with anything on his back at all. As the story runs:

He was sitting one hot summer day in his office, when he saw a group of horsemen approaching up the road. By their ragged formation he knew they were not rurales, and the plentiful banderillos of cartridges which were strung about their persons apprized him of their character as bandits. He reflected that he was alone with a single assistant, and resolved to parley with them instead of retreating to his house and barricading himself from within.

In front of the office the leader dismounted and entered alone. It was Zapata. In the most polite manner possible, and after the most courteous greetings, the bandit pleaded the poverty of his "patriotic" cause, and informed the mine-owner that, as a loyal friend of the revolution, he was expected to "contribute" six thousand pesos; in fact, that was the amount which he had been levied. The mine-owner, as diplomatically as possible, called Zapata's attention to the fact that the revolution was over, that Mexico was supposedly at peace, and added that, anyway, he did not possess six thousand pesos.

Whereupon Zapata beckoned to two of his men, who approached, dragging their rifles carelessly along the path. Then, ignoring the remark about the alleged peaceful state of the country, the bandit politely inquired what sum of money the "Americano" felt he would like to "contribute." The owner replied that he would gladly give all that he possest which was twenty-three hundred pesos ($1,150). With a smile which was half a scowl, Zapata said he would accept this "trifling" sum. The mine-owner then invited him into the house, opened his safe in the presence of the bandit, and permitted him to see that it contained only twenty-three hundred pesos, which were duly handed over.

After carefully disposing of this on his own person, while his followers greedily watched him, Zapata "requested" the



The Howard Watch

The Telephone Operators in New York City handle 180,000 calls every rush hour. They will connect you with any one of 500,000 subscribers in half a minute.

Ask the Exchange Manager how he can handle all these calls, and he will tell you tersely, "By saving the seconds."

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Admiral Sigsbee has written a little book, "The Log of the HOWARD Watch," giving the record of his own HOWARD in the U. S. Navy. You'll enjoy it. Drop us a post-card, Dept. O, and we'll send you a copy.

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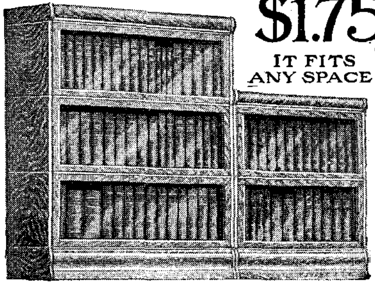

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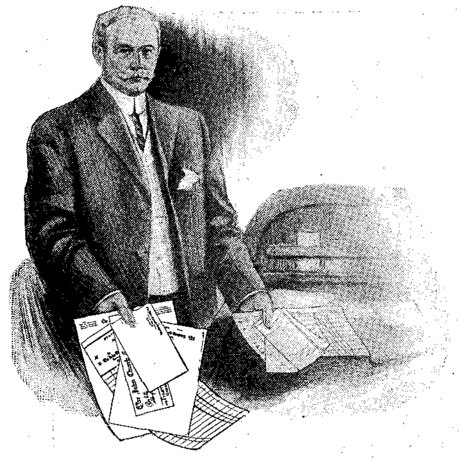

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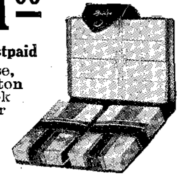

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American to mount his horse, which was tethered back of his house, and follow the band. Knowing it was useless to resist, and hoping that he might yet escape by some use of his wits, the mine-owner accepted what had been offered as a "request," the denial of which would doubtless have meant his instant extinction.

That night the American slept in the bandit camp, a dozen miles away in the hills. In the middle of the night he overheard two of the bandits whispering, "What will you do with him after you kill him?" asked one. "Cut out his heart and take it to my old woman." "What for?" "She'll cook it." "Wretch," replied the second bandit. "You are too much like a soft Gringo. *Eat it raw!*"

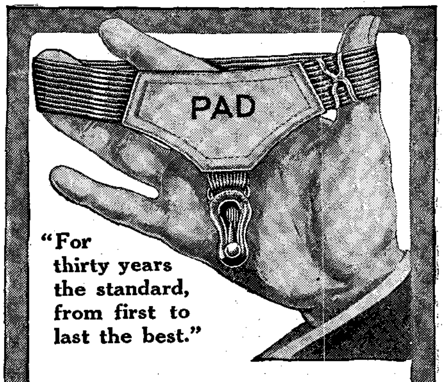
The mine-owner knew that this was a commonplace and serious conversation among primitive men whose ancestors had been savages, and who now, in anarchical upheaval, were reverting to type. Fortunately, however, he also knew that they were children as well as savages, and could be diverted if he could but properly appeal to their irresponsible instincts. In the early dawn he called for Zapata, and told him he possest two marvelous fighting-cocks which he had long been preparing for combat on the coming Sunday. Zapata instantly was eager to get the cocks, and the immediate followers who overheard the conversation quickly forgot, apparently, their intention of murder, or at least postponed it. Zapata offered to have some of his men go back with the American and get the cocks.

They were about to start, when, as an afterthought, the American turned back to the leader and said that he would not reveal the whereabouts of his cocks unless the bandit chief agreed to let him off with his life; and he thereupon revealed that he had overheard the conversation of the night before. The Mexicans who overheard this laughed immoderately, rather pleased with the "Americano's" shrewdness. Zapata put the question to a vote among his men, and they unanimously agreed to let the Gringo live if he produced two good game-birds. That he had given up his money had not mollified them, but if he was willing to give up his fighting-cocks and at the same time was clever enough to demand his life in exchange for them they were more than pleased.

In fact, he returned, under escort, with the cocks, stayed and watched the ensuing fight, in which one was killed, and then, before he departed on his way for the city of Mexico, Zapata opened a bottle of champagne and drank his health.

WHAT THE PRISONER LEARNS

We hear a lot these days of the progressive efficiency of our prison systems, of the reforms that are being every day made—and especially, says Julian Leavitt in *The American Magazine*, of the "profitable" trades "the fallen brother" is being taught. And almost all of this, he quickly adds, is plain tommy-rot. Either the prisoner is thoroughly taught some trade of which the prison has a monopoly, or, as is more often the case, he is perversely informed in the intricacies



"For thirty years the standard, from first to last the best."

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Velvet Grip

Holds up your half-hose as smooth as your skin. Doesn't let go until released. Surpasses in quality, durability, neatness of finish, and gives solid comfort.

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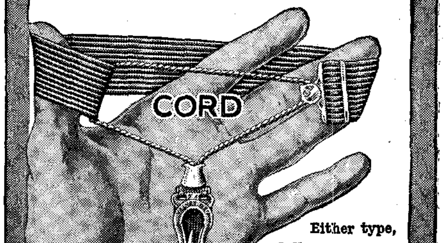

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The mere possession of $100-$500-$1000 does not make anyone rich. The investment of any of these sums in an economically sound and legally safeguarded 6% Mortgage Bond will start your money working and give you a good income. Bonds in denominations of $100-$500-$1000 and paying a net interest of 6% yearly are offered to small and large investors by the New York Real Estate Security Company. The security is income-producing, business and residential property in the Borough of Manhattan, New York City. This is the class of property that has made many well known New York families multimillionaires. Principal and interest are legally safeguarded by a pledge of all the Company's assets to a trust company, acting as trustee for the bondholders.

Interest is paid semi-annually in January and July, and the bonds are tax exempt in New York State.

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This Company does not issue profit-sharing or installment bonds.

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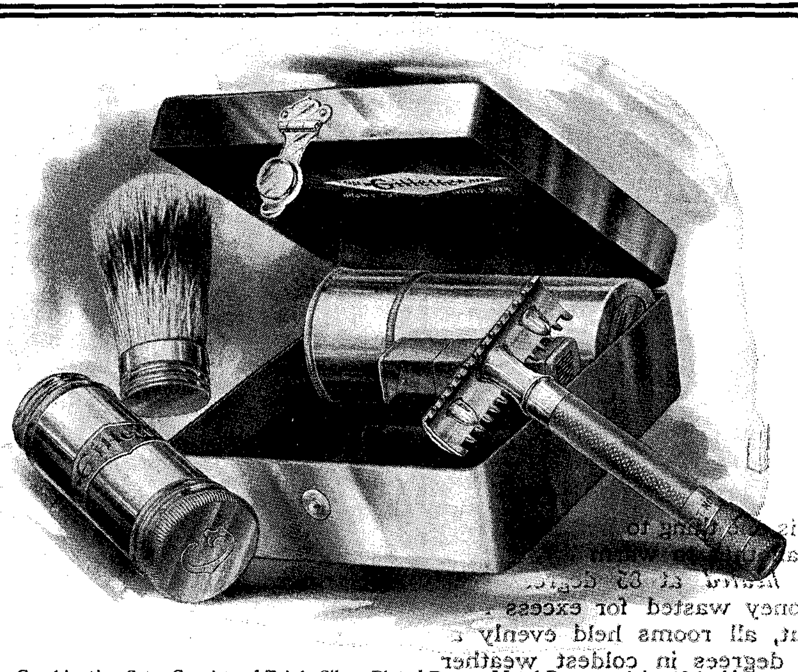
of some purely woman's work, "leaving him at the expiration of his term in about as capable, about as profitable, a fix, as if he had been trained to serve as nursemaid or governess." *But for an illustration* or two. Says our informant:

> To-day there are, as far as I can estimate, some ten thousand prisoners learning "needle-trades" in our various prisons. Every one of these men is forcing some working-girl outside into idleness, or a lower standard of living, or the lowest step of all. And every one of these men hates his work and the State which has broken faith with him. I have been told repeatedly by wardens of institutions in which both the contract and State account systems were operated side by side that far more disorders and mutinies occurred in the contract shops, and particularly in the shirt and overall shops, than in the others. "It is an insult to what manhood remains to them," one warden told me, "and they resent it bitterly."
>
> Let us glance at some of the other important prison industries. There is the hollow-ware industry. In the prison foundry the men may be taught to cast those great black iron pots and pans, griddles, skillets, and skewers which formed the chief equipment in your grandmother's kitchen, but which to-day—what with the growing popularity of aluminum and agate ware—are relegated more or less to the homes of the poor and to the more backward communities. This is a difficult and a dangerous trade to learn. In its day it was a well-paid trade. But the fierce competition of the prison goods has simply destroyed this industry so that to-day there is scarcely a single hollow-ware foundry in the United States outside the prison. I base this statement upon the authority of the U. S. Bureau of Labor (20th Ann. Rept., p. 126) and a letter from J. F. Valentine, president of the Iron-molders' Union of North America. In order to earn a living at this trade, as judge and warden and chaplain have promised him, *the ex-convict must return to prison!*
>
> Or the prisoner may be taught broom- and brush-making, another important prison industry. This is not exclusively a woman's trade, nor is it a monopolized prison trade. It is worse. It is a blind worker's trade, one of the very few occupations open to the sightless unfortunates. When the discharged convict engages in this work he is taking the bread out of the mouths of wretches who are even worse off than he is.
>
> The State of Minnesota trains its prisoners to make binding-twine. But the convict who hopes to earn his living by this trade will have to leave the State. I am informed by Mr. W. F. Houk, State Commissioner of Labor, that there is only one other binding-twine plant in the whole State, the International Flax Twine Company, and a letter from Mr. G. L. Rice, of this company, states frankly that the manufacture of binding-twine is not skilled labor, that two-thirds of the work is done by women, and, finally, that his company employs no discharged convicts.
>
> Boot- and shoe-making is another important prison trade. But this, also, is rapidly becoming feminized, the census statistics showing (Bulletin 72, p. 17) that in the



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No trouble to pack up. No stropping, no honing. No waiting and no tips.

Selling by thousands to travelers, motorists, sportsmen and businessmen. Worth while if you make only one short trip a year, and at home it affords all the shaving necessities reduced to simplest form. Ready to hand; easy to care for. Sanitary metal case, damp proof and rust proof. **$6.50**

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The BISSELL is the original, genuine machine that has been thirty-six years on the market, and while imitated, has always maintained the foremost position, constantly growing in favor until today it is recognized throughout the world as the best. Sweeps easily, silently and thoroughly, raises no dust, brightens and preserves your carpets and rugs, and will outlast fifty corn brooms. Price $2.75 to $5.75. For sale by all first-class dealers.

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All rooms evenly warm!

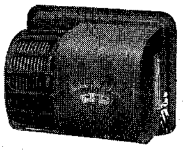
It is one thing to "heat" a house—another to warm it. It may be *heated* at 85 degrees, and money wasted for excess fuel. But, all rooms held evenly at 70 degrees in coldest weather means a *warm* home without fuel wastes—and you have that by using an

IDEAL SYLPHON **Regitherm**

for regulating heating boilers and furnaces. It is self-acting and self-contained—no electricity, no water- or air-pressure, no complex machinery; nothing to wear out.

REGITHERM control is very simple. The sensitive regulator (with the "everlasting" Sylphon brass bellows) goes on the wall of living room; you set indicator at any temperature wanted—(60° to 80°). Then keep hands off—the REGITHERM does the rest, day and night all winter, by opening and closing the heater draft and check dampers, as necessary. Rooms never get too cold, nor what you call "hot"—just evenly warm at a healthful degree.

No coal wastes—one winter's economy will pay for a REGITHERM and also save the energy of running down and up cellar stairs to regulate dampers.



Our free booklet "New Heating Aids" fully explains the REGITHERM, also tells about Norwall and Sylphon Valves and Regulators—the better heating they produce, with money and labor saved. Why not write to-day?

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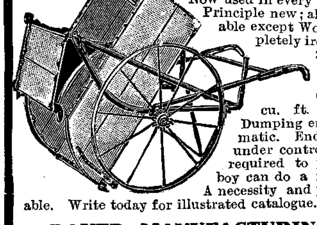

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period 1890 to 1905 there was an increase of only 16,000 wage-earners in this industry, of which nearly 13,000 were women and children. In 1905 these two classes constituted 36.4 per cent. of the workers in the trade, so that the prospect for any man with the prison stain on his record is not overbright.

The first lesson the convict in one of our contract prisons learns, is that he is not a ward of the State, "but a private slave in a private prison." And if you don't believe it, says Leavitt, turn to the sworn testimony of the Rev. John Luckey, who served as chaplain at Sing Sing for eighteen years.

Question: When new convicts are received into the prison, . . . how is the distribution made?

Answer: Frequently, when three or four convicts come to the prison, several contractors will come in to look at them while they still remain in the warden's office. The warden, putting one of them forward, and addressing himself to a contractor, will perhaps say:

"Well, Mr. So-and-So, how do you like this man? Will he suit you?"

The contractor so addrest will then examine his points, . . . scrutinizing his limbs, joints, build, and general appearance, and will reply:

"Well, I guess I don't want this fellow. He looks as if he were too lazy to work."

"Then what do you say to this one?" bringing forward and exhibiting a second man, pale, perhaps from long confinement in jail.

"Well, he looks rather weak, but I guess I might take him at half price. . . ."

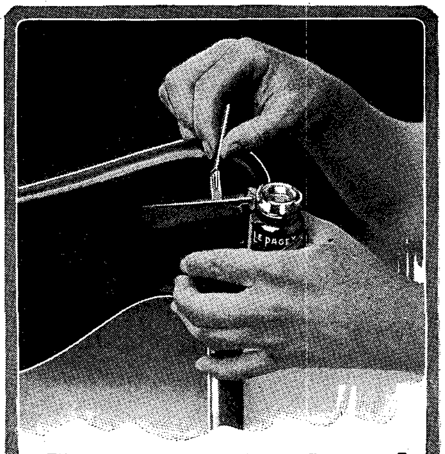
He will probably be taken to the physician for an examination, who not infrequently gives an opinion to the effect that the man is not able to do more than half the ordinary work of an ordinary man, and he is accordingly let to the contractor. . . . . .

Question: Do scenes similar to the one that you have described a moment ago, but on a broader scale, ever occur on the expiration of one contract and before the men are regularly let on another?

Answer: Yes. . . . I was myself an eyewitness of what I am about to relate. A certain contract had expired, whereby some fifty men were released from productive labor. These men were brought into the prison-yard and made to stand in a row, with their backs against the wall. Several gentlemen then holding contracts were summoned and asked on what terms they were willing, temporarily, to take the labor of these convicts. Thus invited, they passed up and down the line, examining the men one by one, closely scrutinizing their persons, and at the same time indulging in jocular and sometimes coarse remarks thereupon. The warden at length said: "Well, gentlemen, what will you give me for the labor of the whole lot together?"

A contractor responded, "I will give you twenty cents a day." A second advanced slightly on that offer. The bidding went on, as at an ordinary auction sale, till no higher *per diem* could be obtained, when the men were let . . . to the highest bidder.

All this transpired several years ago, but the same conditions, asserts Mr. Leavitt,



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1. *A good chair from untimely death*
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Honestly now, isn't that result well worth the time it will take and the dime you will pay for a bottle of

LE PAGE'S GLUE

Look at that spreader—it works the glue into cracks and holes, lays it on thin and even, never gets gummed up as a brush does. It's the new idea in glue.

Again, our new air-tight cap keeps the glue from drying up. Use a little, put the cap on, and it will keep ready to use again a year from today. No bad smell, no waste, no mussiness.

Get Two 10 Cent Bottles Today
(*One for the office, one for the home*)

Send for free booklet, "Glueism"—It will reward you for reading it.

LE PAGE'S
LIQUID GLUE

RUSSIA CEMENT CO.
We manufacture Glues (hard or liquid) in bulk for all industrial purposes.
74 Essex Avenue, Gloucester, Mass.

Sold also in tubes from which you apply the glue direct. Ideal adhesive for desk and office use.

Library Slips with every Bottle and Tube.

ENJOY GRAND OPERA MORE

You will enjoy Grand Opera still more than you do if you will read Miss Mabel Wagnalls' "Stars of the Opera." You won't need a libretto if you read this book. In it the music and the plots of more than a dozen grand operas are so entertainingly described that even if you "don't know one note from another" you will become enthusiastic about the music and will be able to enjoy every aria with appreciation and understanding.

Added to the opera descriptions are personal interviews with the prima donne. Read these and learn—what Melba thought the first time she heard an opera; what Calvé practices for her high notes; and what has made Nordica "weep barrels of tears."

12mo, cloth, with many portraits of singers, $1.20, *net;* postpaid, $1.30.

FUNK & WAGNALLS COMPANY
44-60 East 23d Street, New York

are present to-day. Here is "just one story," typical, we are told, of thousands. It is that of a man rightly convicted.

"No, I am not pretending that I was sent up innocently," he told me; "I was guilty. I had got in with a fast crowd and was afraid to be called a tin sport, so I spent more than I had. I stole—from my employer and even from friends. It wasn't very much altogether—perhaps two or three hundred dollars. If I had been given a chance to pay it off by instalments—suspended sentence, I think they call it—I would probably have paid it off within a year and kept straight the rest of my life.

"Some men, you know, learn from books, others from blows. It took a blow to teach me. But the first one was enough. I was in bad luck, tho; the judge had a grouch that morning and gave me practically the limit. . . . . . .

"In prison they told me they would make a man of me. So they sold me to —— and ——; I spent six years in the shirt-factory, doing women's work. I was one of the best workmen in the place, but if my work wasn't perfect every day I was clubbed and starved. If my output fell short I was starved and clubbed.

"I stayed there three hundred and twelve weeks. I was worth at least ten dollars a week to the contractors. Altogether they got over three thousand dollars' worth of my labor. And what did I get out of it?"

He pulled out two bills and a few coins.

"They gave me five dollars on discharge. Three-twenty they gave me to come to New York. Fifteen dollars they allowed me for my own clothes; otherwise they would have fitted me out with a prison suit and overcoat that you could recognize a block away.

"Altogether, my six years of work brought me $23.20, and now I'm supposed to be reformed—

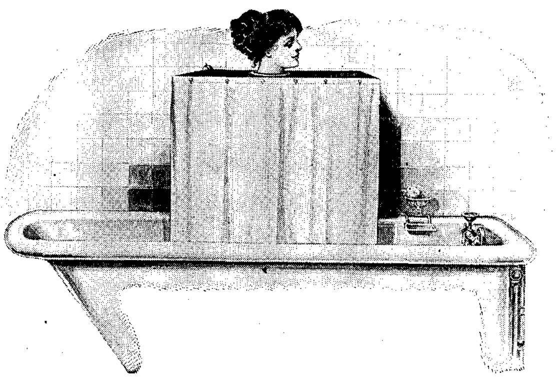
"Oh, I'm not bitter over it; what's the use? I got what was coming to me, I suppose.

"But look here. The last book I read in the wormy prison library was something on civil government. It was pretty dry stuff. One chapter was named 'The Theory of the State,' or something like that. I began to read it; but it occurred to me how little you men who sit at your desks and write about the State can know about it. To you it's only a word. Do you know what it means to us behind the bars? *We* know what the State is. It was the State's attorney who prosecuted us, and the State's judge who put us away in the State's prison. The warden who rules us is appointed by the Governor, and the Governor himself, the highest power in the State, sits on the board of control.

"Once every month, when the parole board meets in the warden's office, to hear appeals, we know that the State is again sitting in judgment upon us.

"But we, in our cells, also sit in judgment upon the State. We know all its pretensions, and we know all its deeds; and in the darkness of our cells we come to a decision. We believe that the State which professes to imprison us for our good and for the good of society, and then sells us into slavery; which pretends to teach us a trade and then mocks us by forcing us to compete in the crowded mar-

Fifty times more beneficial than a Turkish Bath—the radiant energy of Electric Light



Tones the Entire System

You can't be healthy unless you sweat. Sweating is the appointed business of the skin pores—to throw off the constantly accumulating body poisons. *Exercise and Sunlight* stimulate the pores to do this necessary work. Lack of exercise and sunlight means failure to sweat, and that means a body clogged with poisons. Sooner or later this clogging brings debility and disease.

Business men, busy women, don't get enough sunlight and exercise to cause thorough sweating. Science has proved that the very best substitute is the Electric Light Bath now established in Sanitariums and Hospitals the World over, used by the greatest physicians of Europe and America.

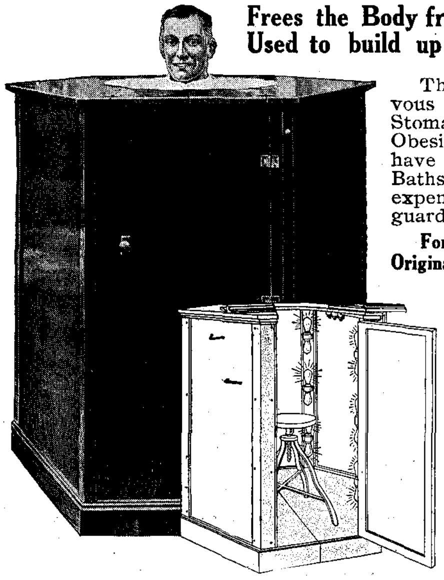
Our Battle Creek Electric Light Bath Cabinet built for the Home—simple, convenient, efficient—can be placed in any bathroom or bedroom. 4 cents worth of electric light gives a thorough bath, no attendant needed.

The radiant energy of electric light is a wonderful tonic—penetrates the tissues of the body instantaneously and generates heat in the depths of the tissues and the deep layers of the skin.

No surer regulator of Health and Energy can you invest in for the whole family. Ready instantly, no trouble—undress, sit down in the cabinet, turn on the lights—your head is outside, you breathe pure, cool air—10 to 15 minutes of solid comfort and delight—*every pore has given up its waste*—then a cool shower or plunge bath or alcohol rub, and your flesh is clean, clear and sound, your blood tingling with renewed energy—every muscle rested—brain refreshed. The original and genuine

Battle Creek Electric Light Bath

Frees the Body from Poisons—Invigorates Muscle and Brain. Used to build up Health in all the Celebrated Sanitariums.



Thousands upon thousands of sufferers from Nervous troubles, Rheumatism, Blood and Skin diseases, Stomach trouble, Neuralgia and Colds, Bright's Disease, Obesity and Anemia, disorders of the Liver and Kidneys, have received lasting benefit from the Electric Light Baths in Sanitariums and Hospitals. Now, at trifling expense your entire family can be continually safeguarded from disease and debility.

For brainworkers the Battle Creek Electric Light Bath, the Original and Genuine, is the sure road to Efficiency.

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with illustrations and full details of our Standing and Folding Cabinets, prices and terms. Our Cabinets are built to last a life-time, shipped with all accessories on *10 days' trial—and guaranteed.*

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268 West Main Street
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Write for Our "Book of Designs"

beautifully illustrated in colors, showing our Sanitary Clawfoot Mission and Standard bookcases and how you will save money by placing them in your home.

The handsome designs, the rich finish, the removable non-binding doors, the absence of disfiguring iron bands, make them far better than the old-fashioned kind.

Our prices are lower than others

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GUNN FURNITURE CO., 19 Victoria St., Grand Rapids, Mich.

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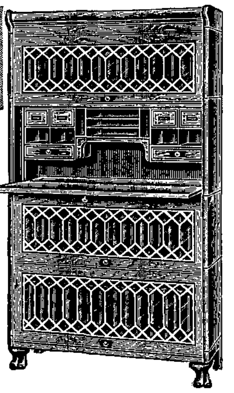

Patent processes will never put PATIENT processes out of fashion.

There's no patent on the *long two years* given up to the mellowing of those Burley leaves until they are ready to be called VELVET.

It's *patience* that matures the ripe, rich, smooth goodness of Velvet.

You don't have to have patience—Velvet has it all.

Just mention it to your dealer. He has lots of exercise reaching for it.

THE SMOOTHEST TOBACCO

Full size 2-ounce tins 10c.

The Safe Investment of Your Money

In considering the investment of your money the very first requirement is the security of the principal. There are other features, of course, but the fundamental security of the investment is foremost. The proper selection of an investment bond which has this primary qualification, requires technical knowledge. Naturally and necessarily the experienced banker, whose constant business it is to investigate bonds of all kinds, is possessed of this technical knowledge.

If you are considering the investment of funds, and will state your requirements in the way of interest return, maturity, and amount, we will be very glad to suggest securities for your attention.

Write for our Circular AA-144.

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28 Nassau Street
Capital and Surplus - - $23,000,000
Deposits - - - - - 156,000,000

It won't leak
$2.50 AND UP
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That is a vital point which is lacking in ordinary fountain pens. You can readily understand how this is made possible in a Moore when we explain that the pen when not in use lies submerged in ink which keeps it moist and prepared for instant writing, positively eliminating the necessity of shaking.

But that is not all of its strong features. The Moore can be carried in any position without the least fear of leaking. Has a large ink capacity. Always writes freely and evenly, and is easily filled.

Every Moore Non-Leakable Fountain Pen carries with it the most unconditional guarantee.

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For Sale By Dealers Everywhere.

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CANADIAN AGENTS, W. J. GAGE & CO., TORONTO, CAN.

ket of woman's labor; which pretends to pay us for our enforced labor and then gives our sweated earnings to an overfed contractor; which professes to fit us for life and fits us only for death—we believe that the State which does these things is no better than we are.

"We have broken only the law; the State has broken faith. We are, most of us, only first offenders; the State is a habitual offender. We know that we are guilty and are eager to reform; the State does not know and does not care. Measured by any human standard the State is worse than we are!"

What could I answer?

KATE SHELLEY'S BRAVERY

KATE SHELLEY is dead. For years unknown to the rank and file of newspaper-readers, this young woman attracted an entire country's attention some thirty-one years ago by saving the lives of a trainload of passengers on a Chicago & Northwestern express. For this she received her reward, not in medals and prettily engraved appreciations alone, but in real hard cash, a college education, and opportunities for honorable work. The whole heroic story, as recounted in the New York *Sun*, is as follows:

The Shelley family came to America in the late '60s. There were a father and mother, Kate, and a younger sister, and they lived in a railroad-built cottage near Honeycreek, midway between Boone and Moingona. They lived there because it was a danger-point on the railroad and it was necessary for the section foreman to be where he could see that the tracks were clear. The Des Moines River ran close to the Shelley home and the railroad crossed it on a high trestle. One of the foreman's duties was to watch this wooden structure and keep it safe.

Old-timers along the Des Moines River still recall the summer of 1881. For days it rained continually. Little streams became rivers, washing out gulleys and roaring down the side hills. The Des Moines stood at high-water mark for weeks at a time.

In July the condition reached its worst. Eleven of the twenty-one bridges that spanned the river had been washed away. Toward evening on July 6 there was a lull in the rain. Section Foreman Shelley had been away from home all day. As it became dark Kate, who was then sixteen years old, asked permission to go out with the lantern.

As she stept out of the door a small bridge near their home was washed away. Kate went toward the trestle, which they called the long bridge, and looked over its wedgelike structure. Down below the Des Moines broke into muddy spray against the abutments.

To get trains, especially the heavy freights, through this section the railroad had a helper engine to couple with the regular locomotives as an auxiliary. This helper engine passed her and puffed out on the trestle. She could see the reflection from the fire-box.

Then it swayed and the engine crashed through the trestle. She heard it fall into the river. The engineer and fireman had jumped. They were floating in the river holding fast to logs. She could hear their voices from below.

Back in the consciousness of every railroader is the train-schedule. Kate Shelley realized that it was nearly time for the eastbound passenger-train. In a little while it would be due at Moingona, the first station from the bridge, two miles away. The express did not make use of the helper engine. It never slowed up. If it struck the bridge it would in a moment be in the ooze of the river below.

She could not telegraph. Two miles and the trembling bridge were between her and the nearest station. Kate Shelley set out to save the train.

The storm that had been gathering for an hour let loose and her lantern was out with the first blast. Day was gone. There was nothing but blackness and pelting rain as she set foot on the bridge. The whole structure shook as logs and floating masses of débris were dashed by the mad river against the weakened abutments.

When the wind was strongest she lay down on the bridge and held fast to the rails. Then there were breaks in the ties where the helper engine had gone through. She leapt or climbed over these gaps. Her one thought was that only minutes separated her from the time when the express would be due at Moingona.

The bridge passed, only half her task was over. She might better have remained at home if she did not reach Moingona before the express pulled out. Her lantern was gone. In places the track was covered with sticky mud. In other spots there were washouts into which one might fall. Her clothing torn, her knees and hands bleeding, she ran.

Meanwhile the eastbound express had pulled in at Moingona. Only a few passengers alighted and those who did huddled in the protection of the station against the driving rain. The last piece of baggage was on, the engineer had mounted his cab, and his hand was at the throttle waiting for the conductor's signal to start. Then into the brightness of the headlight Kate Shelley ran, holding up both hands and crying:

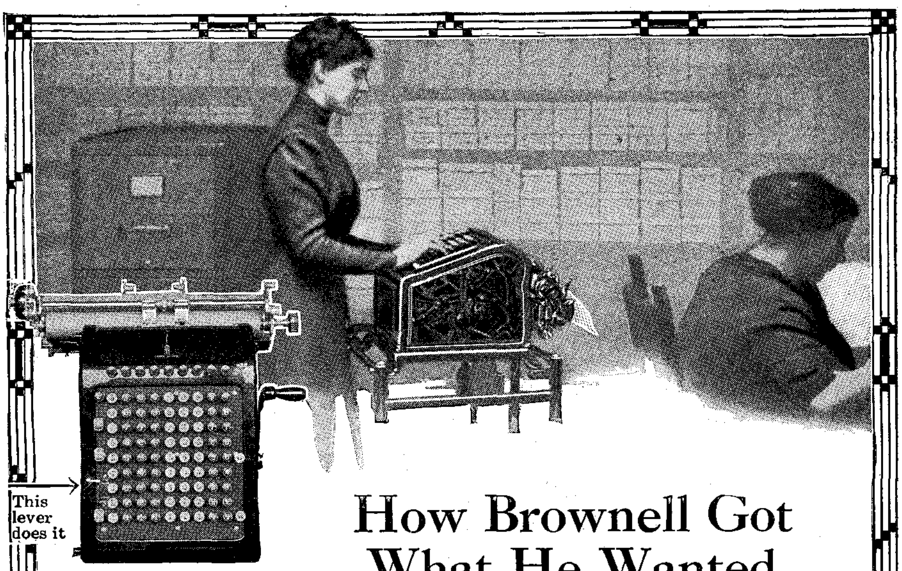
"Stop! Stop! The long bridge's gone and the helper engine's through!"

She fainted on the track, but the express and its 200 passengers were saved.

Kate was sixteen years old and strong. She revived in a little while and went back to the river with the engine to bring aid to the two men who were still clinging to the débris about the trestle.

This was her great day. The passengers on the train gave her a substantial purse. The school-children of Dubuque presented her with a gold medal. A medal from the State Legislature of Iowa followed, and the same body later gave her $5,000. More funds were raised through subscription in Chicago to pay off a mortgage on the new Shelley home. Kate was enabled to finish a course in Simpson College in Indianola.

She was appointed bill clerk of the State Senate, and in 1904 became station agent at Moingona. In Dubuque Dr. Henry S. Cogswell gave a drinking-fountain in her honor, and the new bridge which took the place of the wooden structure over the Des Moines was named after her. . . . Death found her working as station agent at Moingona, near the scene of her bravery.



Burroughs Duplex (Multiple total) Adding Machine which accumulates all kinds of groups of figures into totals, carrying a grand total of these totals at the same time. For the

Retailer and Wholesaler

Totalling sales of each clerk and the store's gross sales at one operation.

Summarizing cash and credit items at one operation, with separate totals of each.

Recapitulating purchases by departments, with a grand total of all at the same time.

Totalling simultaneously cost and selling price by clerks, departments, or classes of goods.

Making monthly statements and trial balance at one operation.

For the Manufacturer

Summarizing costs by items and by jobs at one operation.

Adding time and amount for both time and piece laborers at one operation.

Summarizing material, labor and overhead expense by jobs, carrying a grand total of all at *the same operation.*

For Every Business

Trial balance-adding and listing debits and credits at one operation.

Proving ledger postings by sections, with total of each section and grand total of all at one operation.

Figuring inventories, securing totals of each class of goods and totals of all classes at one operation.

How Brownell Got What He Wanted

R. E. Brownell of the Brownell Shoe Co., Meadville, Pa., didn't know he could get a complete detailed statement of sales, purchases and expenses by departments, by salesmen and by classes of goods in eight stores, all with one bookkeeper—didn't know it until a few months ago.

Now he says: "If it had cost us thousands of dollars to find it out and to get the means of doing it, we would consider it money well spent."

Brownell wanted the information to give him an absolute check on the amount of goods necessary in each of the eight Brownell stores.

"In our business," he says, "this information is needed every day to enable us to buy our stock to the best advantage. It must be up-to-date; it must be complete; it must be accurate."

Brownell uses a Duplex Burroughs Adding Machine. The Duplex is different from any other adding machine. It is different from any other of the 86 *Burroughs* adding machines.

The ordinary adding machine carries a grand total—the only total it can give. The Duplex breaks the totals up into any number of groups of items, giving a total of each item while carrying a grand total of all the groups.

You probably don't know what this means to your work. Brownell didn't. But he says he'd rather *know* than to have $10,000 in cash and *not* know.

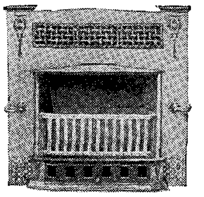
Let us tell you what it means to your work, without a cent of cost or obligation to you.

A Better Day's Work

JAN FEB MAR APR MAY JUNE JULY AUG SEPT OCT NOV DEC

Burroughs Adding Machine Co.
49 Burroughs Block, Detroit, Michigan

Makers of adding and listing machines, listing and non listing calculating machines—86 different models—$150 to $950



Send for the ALDINE BLUE BOOK and see how the ALDINE FIRE PLACE will heat your house.

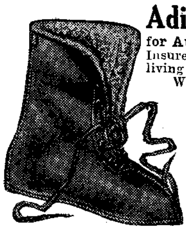
Saves 80% of the heat wasted up the chimney by all other grates. Economical to operate.

Burns any kind of fuel.

Keeps fire over night.

Requires no special chimney construction. Made for old houses as well as new. Satisfaction guaranteed or money returned. 60,000 now in use.

RATHBONE FIREPLACE MFG. CO.
5902 Clyde Park Ave., Grand Rapids, Mich.



Adirondack Foot Warmers
for **Autoing, Driving and Sitting Outdoors**

Insure coziness, warmth, comfort! Make living outdoors in Winter a keen enjoyment. Worn by men and women. Sheepskin with heavy, warm wool inside; ten inches high. State shoe size and whether to be worn over shoes or hose. Money back if unsatisfactory.

$1.50 PAIR, SENT PREPAID

Illustrated Catalog of Outdoor Outfittings FREE

W. C. LEONARD & CO.
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BONDS Accepted by the U.S. Government as security for

Postal Savings Bank Deposits

are the only class we offer. Instead of the 2% the Postal Banks pay these Bonds will yield from 4½% to 4¾%

Write for FREE Circular.

New First Nat'l Bank, Dept. C-1 Columbus, O.

My best customers are those who originally doubted my claims.

Nowadays magazine readers are well aware that the publishers of the paper take care to protect them from advertisers who claim too much.

They accept my statements about my cigars because they know that if they were not true I could not get them published month after month.

But ten years ago, about the time I started the mail order cigar business, things were a bit different.

I had to *prove* my claims about my cigars and then guarantee them.

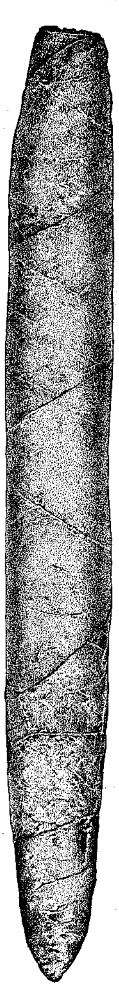
Thus I showed that by importing my Havana tobacco from Cuba and making the cigars in my Philadelphia factory and then selling direct to the smoker, I was able to offer for $5.00 per 100 the cigar that is the regular 10c. goods of the trade.

In addition to my arguments I made my unique offer. Here it is:

I will, upon request, send fifty Shivers' Panatelas on approval to a reader of The Literary Digest, express prepaid. He may smoke ten cigars and return the remaining forty at my expense, and no charge for the ten smoked, if he is not pleased with them; if he is pleased, and keeps them, he agrees to remit the price, $2.50, within ten days.

In nearly ten years I have seen no reason for changing the terms of this offer. I sell cigars by it now. If you believe I am telling the truth I ask you to accept it. If you doubt me, I challenge you to accept it. Either way, you are like to become one of my regular customers. I figure that you will because I make no profit on initial orders. It is constant re-orders that I depend on for profits.

The Panatela shown here has a genuine Cuban grown Havana filler and an imported Sumatra wrapper. It is hand made by adult cigarmakers, and is the cigar referred to in my offer above.



SHIVERS' PANATELA
EXACT SIZE AND SHAPE

In ordering state whether you prefer mild, medium or strong cigars and include business card or give reference.

HERBERT D. SHIVERS
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Fully Guaranteed $1.00

Sharpen Your Own Razor Blades to a better edge than when new. The "Victor" Automatic Razor Sharpener strops all makes of razors. Easy to operate—simply slip blade into shoe, pull the handle to and fro and the blade will have a true, keen edge. Each sharpener is fitted with full length, extra wide, specially treated strop.

Agents write for terms and territory.

The Victor Specialty Co., 602 E. 7th St., Canton, O.

KEEP YOUR RAZOR SHARP

3 IN

Don't blame the razor if it dulls quickly. Maybe it's your fault. Rub a few drops of 3-in-One oil on your razor strop. When leather is pliable strop as usual. Any razor will cut easier, better and stay sharp longer. After using, draw blade between thumb and finger moistened with 3-in-One. This prevents rust, keeps edge smooth and keen, always sharp and ready for immediate use. Don't *scrape* your face. Use 3-in-One on your razor and shave right.

FREE Write for liberal free sample and special *scientific circular*. Try it yourself. 3-IN-ONE OIL COMPANY. 128 New St., New York.

A MORNING WITH MAYOR GAYNOR

LIKE every other public man, Mayor Gaynor has his critics. Some of them object to the way he runs his office, and some of them object even to his personal habits—to his morning walk across the Brooklyn Bridge. But this walk across the bridge, thinks the New York *Sun*, is a good one. It gives the Mayor a tonic dose of ozone and exercise to prepare him for the day of strenuousness to come. "Then, too, it is instructive."

One morning the Mayor saw a street-cleaner tossing shovelfuls of snow into one of the department-wagons.

"Is that the usual thing?" asked the Mayor. "Do you always use those wagons for snow-removal?"

The white-wings either didn't recognize his questioner or in the flurry of the moment he spoke out without thinking.

"Not when the city is taking care of the snow itself," said he. "But we always have to do it when the contractors are on the job."

"Huh!" said the Mayor as he resumed his walk.

Commissioner Edwards was put on the 'phone as soon as Mr. Gaynor reached the office. This street-cleaning custom was one that hadn't been brought to the attention of the big man. The Mayor told him about it, and Mr. Edwards made a memorandum, looked up the neighborhood where the man worked, and saw to it that what the Mayor had seen wasn't repeated.

As the Mayor walks he thinks, and often he talks too. For this reason Mr. Gaynor is often pestered with unwelcome companions.

You see it has been passed around among those who are interested in the best way to approach the Mayor that he saunters to his office on foot and usually alone, and it is not at all unusual for him to pick up some one on the way.

There is no regular police guard in attendance at these times. Of course, the policemen along the way on the Brooklyn side have come to expect him between 8:15 and 8:30 every morning, and they keep an eye open. Also it is generally understood that the Bridge squad passes the word over the span by telephone when he enters the footpath and they keep on the lookout to see that he isn't bothered.

But just the same there are many men with kicks who prefer to plead their causes in the outdoor air and who fall into step with Mr. Gaynor in the course of his morning walk. Occasionally these persons are nuisances, but it's never necessary for the Mayor to ask a policeman to send them on their way. He has a way of letting such men know that their company as walking-companions isn't desirable. . . . . . .

But the discontented man is not the only walking-mate that the Mayor has on his morning walks. Sometimes one of his commissioners drops into step with him to explain some improvement that is contemplated. And often the Mayor makes the whole journey alone. At such times he utilizes his minutes to think out some plan or to outline some speech or communication which he expects to write as soon as he reaches his office. Fresh air and exercise

Old Hampshire Bond

[25]

That Letter You Praised

—the one whose very "feel and crackle" and color seemed to express all the ideals of the business firm that mailed it—letters like that are written on

Old Hampshire Bond

Your correspondence sent out on Old Hampshire Bond is an emissary—a builder of business and reputation whose value cannot be estimated in mere differences in paper cost.

[26]

You will see just what style and shade your business calls for in the Old Hampshire Bond Book of Specimens—which is sent on request. It contains suggestive specimens of letterheads and other business forms, printed, lithographed and engraved on the white and fourteen colors of Old Hampshire Bond.

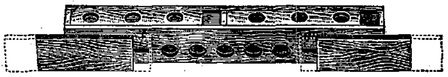
Write for it on your present letterhead.

Hampshire Paper Company
South Hadley Falls, Massachusetts

The only paper makers in the world whose entire endeavor is devoted exclusively to making bond paper.

Makers of Old Hampshire Bond, "The Stationery of a Gentleman," and also Old Hampshire Bond Typewriter Paper and Manuscript Covers.

GEM VENTILATORS FILTER. THE AIR



Safeguard your health by using a Gem Ventilator. Instantly adjustable to windows of different widths. Prevents draughts, rain, snow and dust.

Ask your nearest hardware dealer or write for folder.

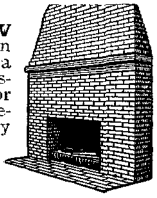
GEM VENTILATOR COMPANY, Boston, Mass.

DOES YOUR FIREPLACE SMOKE?

If so, write me and I will send you my question blank which enables me to positively locate and correct fireplace troubles.

I MAKE FIREPLACES DRAW and by the aid of your answers I can locate the trouble and furnish a scientific plan and design for necessary changes—I guarantee success or money back. Send no money or description of trouble until you get my question blank.

Prospective builders should also send for my circular on Flue Construction, free.



E. C. COLEMAN, Specialist in Flue Construction
421 Globe Bldg., Seattle, Wn.

have been found by the Mayor to be very effective stimulants.

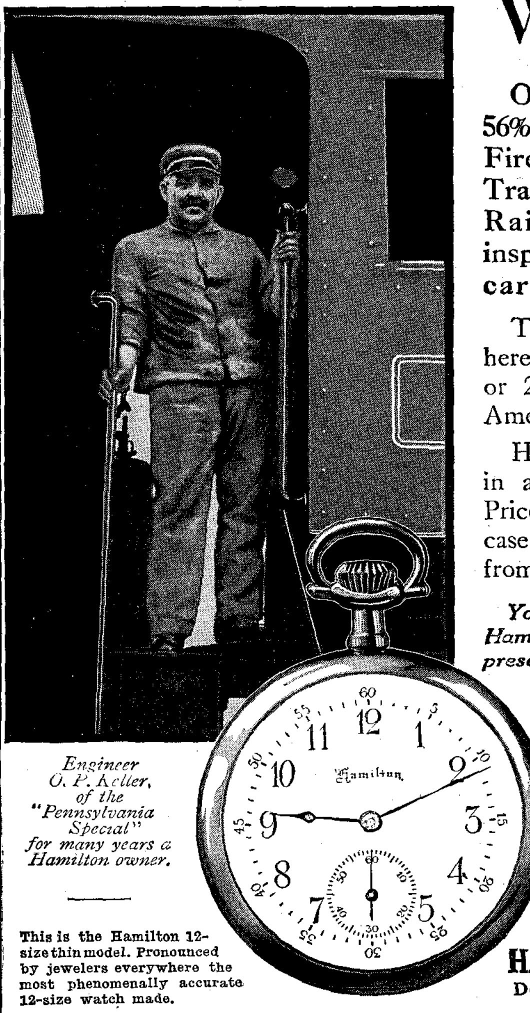
Arrived in his office, Mayor Gaynor sees more visitors in a day than any other mayor in the remembrance of old-timers at City Hall. And he writes more letters, too. Says our informant:

> It is well known in the City Hall that mayors before have written a minimum of personal letters. They have left this part of the official business largely to their secretaries. One incumbent not so many years ago averaged never more than five or six letters a day. It is a very dull day when Mayor Gaynor does not dictate, look over and sign thirty-five letters, and he often reaches as high as fifty or sixty. They aren't mere acknowledgments either. He puts his personality into every one. Here are a few examples taken at random from the file:
>
> "How much better such systematic work is," he wrote to Chief Magistrate McAdoo in answer to a letter telling of the success of the summons system in diminishing arrests for trivial offenses, "than the periodical attempt of some persons to scandalize the city and give it a vile repute by declaring its wickedness from housetops, altho it is the most decent and orderly of cities. I hope we can all work steadily and unostentatiously for minimizing vice and crime and not seek notoriety out of it at the expense of the city's good name."
>
> This is the way he wrote to a man who had invited the Mayor to a diamond jubilee:
>
> "I am in receipt of your letter informing me that your father-in-law and mother-in-law, aged 86 and 85, respectively, are to celebrate their diamond jubilee next Sunday after having been married for sixty years. I wish I could attend. The most important thing of all is that they have raised a family of eight children. They are deserving of the highest honor, especially the mother. The women of this country who are postponing motherhood, or refusing it altogether, are denying themselves the greatest happiness that can come to women."
>
> Here is his telegram of congratulation to Governor Dix upon the latter's nomination:
>
> "I congratulate the State on your nomination. And every man, without regard to partizan politics, honors the convention for refusing to enter into alliance or a truce with corrupt influences or with common libelers or scamps, whether living here, or chiefly in Europe in show and splendor, or elsewhere out of the State, except now and then about election time."
>
> Occasionally the Mayor treats a long-letter writer to one or two frank comments.
>
> "Can't you write a simple note of the facts?" he wrote to one. "I am sorry to say you seem to be of that number who are more disposed to find fault and to multiply words than to help in the doing of something."
>
> To a man who wrote to protest against the exhibition of moving pictures of a prize-fight the Mayor wrote:
>
> "If it lay in my power to say whether the pictures should be exhibited it would not take me long to decide it. I do not see how it can do any one any good to look at them.
>
> "But will you be so good as to remember

Ask Your Jeweler (or Any Railroad Man) What He Knows About

The Hamilton WATCH

The Railroad Timekeeper of America



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Red Dwarf

that ours is a government of laws and not of men? Will you please get that well into your head?

"You say that you are glad to see that the mayors of other cities have 'ordered' that these pictures shall not be exhibited? "Indeed? Who set them up as autocrats?" and there followed something about the danger of encouraging officials to exercise arbitrary power.

A letter which has come to be regarded as a classic among politicians was written by the Mayor to a Republican leader who gave it out as his information that Mr. Gaynor supported Judge Keogh as a candidate for governor rather than Mr. Dix. This was the tart reply that he got:

"It might be a good thing for you to stop putting out false statements even tho you can not get your campaign speakers to do the like. I never favored the nomination of Judge Keogh, nor was he a candidate for governor so far as I know. I never knew a dividend to be got out of false statements yet. I suppose, very naturally, that the other statements of fact in your published statement are equally false. Suppose you pray every morning for a while for God to direct you to tell the truth and see what fruits it will bear."

And when this gentleman's reply was published, the Mayor wrote that he was glad he had effected a partial cure, and reminded his correspondent that "while the lamp holds out to burn, the vilest sinner may return."

WOMAN'S BRAIN-STRAIN AT THE POLLS

BEFORE women won their "rights" in California, [illegible] mean men said they hadn't brains [illegible] vote. For—even were they to absorb the political questions of the times—they never could manage, on that day of all days, to "walk orderly in line, to refrain from asking a few-score foolish questions, and generally to keep the peace." All these things it was explained took brains of the highest sort. So when Lizette Edholm arose early on the morning of her redemption (she was the first woman at the polls in Los Angeles), and escorted by a husband proudly entered the public booth, it was, she tells us in [illegible], "with feelings of fear and veneration." But at once, she says:

I mentally shook myself and said, 'One thing at a time. All you have to do now is to write your name in this register.' No brain-work required in that, at all." So I wrote it, arose, and moved along the table. The next man was writing in a book. I glanced over and saw my own name written down, so I repeated it and gave my number, which I had secured on the "Index of Female Voters" outside, whereupon the next man passed me a ballot, and the last man showed me into a booth.

A blest curtain hid me and I was able to compose myself somewhat. I filled in my ballot. I had studied the political issues and had no doubt about the candidates I wished to vote for and how I should mark the ordinances. I read every word on the ballot, carefully placing the rubber stamp as nearly centered in the

---

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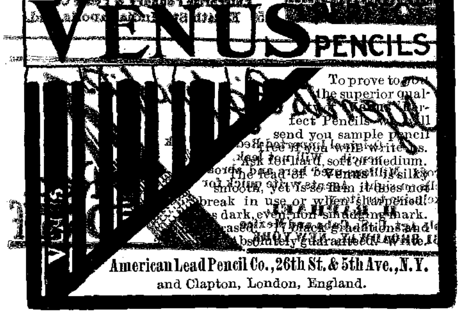

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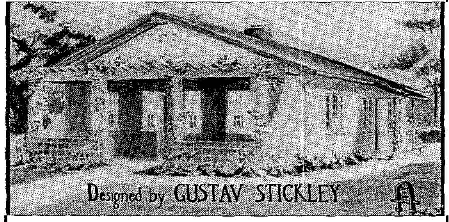

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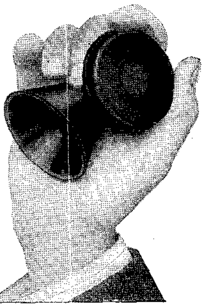

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squares as possible, and left a clean, clear X in the very spot I wished it to go. Wonderful! The ballot was filled in, folded, and ready to return to one of the men outside. Just as easy as could be! But there must be something more! I had been too independent to ask any man where the really intricate part of voting came in.

As I had been given to understand that it took brains to vote, I began to have an awful suspicion that, as soon as I came out from behind that sheltered place, those six men would begin to question me. What would it be? History? Geography? What? There must be something, surely! Again I was weak from nervousness.

I remembered *some* history from my school-days, so I quieted my troubled spirit by repeating, "Columbus discovered America, 1942—oh, mercy, no!—1492. That is right, I am sure. Now, is there anything else important in American history? Oh, yes, indeed! They dumped the English tea into Boston harbor in—in—" But the date—it was gone; and all the important characters, Washington, Lincoln, Major Archibald Butt, seemed to become the local candidates, and I wondered how I would vote if Lincoln and Washington were opposing candidates for mayor.

Well, there was no use standing there, hidden by a curtain, when I should be outside answering questions. So I braced up, threw back the canvas, and once more stood revealed to the inquisitors. Would they be kind and make the questions easy? It's quite a few years since I have been at school, and history dates do play hide-and-seek in one's brain, even in school-days. I heard myself, as if I were another person, giving my name and voting number. The man who took my ballot called the ballot-number and dropt the folded slip into the box and said, "That's all."

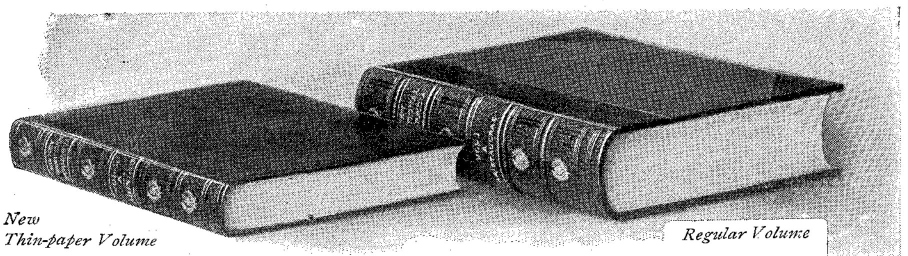
I was relieved as I walked to the door, yet indignant. Huh! maybe he thought it wasn't any use to ask me history questions. Indeed! Well, I guess I knew a few! Then I remembered my school-days again —how, when I had gone without a well-prepared lesson, I would look, oh! so wise, and the teacher passed me by, preferring to swoop down upon the unprepared-looking pupil, who probably answered the question that I would have stumbled upon. Perhaps I had been looking knowingly around and they had let me go.

Anyway, it was over and I was out in the sunshine. My husband was nowhere to be seen and had been invisible all the time. I waited one, two, three, four minutes, then saw him coming out of a booth. He held his ballot out, and I got up close to the door to watch the fun, for he looked really bored, as he always is when he has to vote or have his hair cut. They would surely question him closely, for he truly looked stupid, and I was sure he didn't know his history dates any better than I did. But, no! not a single question! I felt cheated.

"What kept you so long?" I asked, feeling that there was something being withheld from me, and I wanted woman's rights to the full extent.

"How did you get through so quickly? Did you vote the full ticket?" he asked, as if he were not sure that I was capable of such a feat.

"They've bluffed us!" was the only thing I could think of as I walked toward



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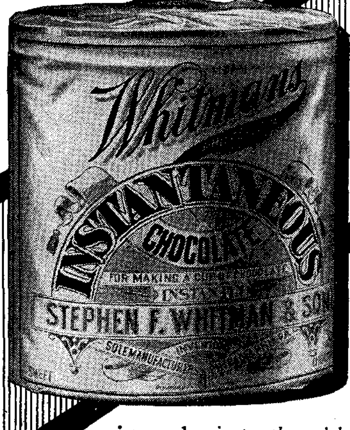

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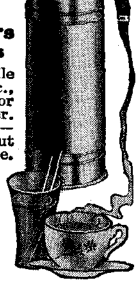

home, for I had voted in a very few minutes, without any great mental strain.

I hurried, for I knew that there was a pile of clothes waiting to be sorted, counted, and bundled up for the laundry. Cuffs and collars were to be examined, so that frayed ones would be discarded. Then the dinner was to be prepared and a hundred and one little things to do, all of them more complex than the marking of a ballot, which is supposed to demand great intellect.

UP A TREE WITH A PANTHER

WHEN your father finally pickled that panther, says Uncle Ben, there must have been fifty-seven different varieties of "bruised, cut, clawed, or offended spots on this old man's body." And the story, told to his nephew, W. R. S. Stott, and printed in *The Wide World Magazine*, would seem to confirm the estimate. The thing transpired in this fashion many years ago: "Uncle Ben" and a *loup-cervier*, or Canada lynx, were out walking in the wilds of New Brunswick—and they were not walking together. But fate would seem to have been unkind, for each was soon to get wind of the other. Here is the version of "your Uncle Ben":

The sun was just going down when, about two miles from camp, I suddenly heard a call like the cry of a child. It was too far from the settlement for any youngsters to be about, and I was woodsman enough to know my companion could be only a panther—"Indian devils," we called them.

I guessed that the animal had scented me, and was now trying to lure me on with its deceptive human cry. I had no rifle, ax, or weapon of any kind, except a stout open knife, which I always carried. All this I thought of as I hurried along, for I did not stop to speculate on the chances of a battle, but ran with all my might in the direction of the camp. I hoped to elude the animal, but, true to his name, with devilish instinct the brute approached the wood road much faster than I could travel, and at the right angle to head me off. This I found out when, to my dismay, a sinuous gray shape suddenly emerged from the underbrush ahead and barred my farther progress. His short, round ears were twitching nervously, his eyes glaring viciously, and his lithe body poised as if for a spring.

Finding my escape to the camp cut off, I looked about for some other way to avoid the vicious and hungry beast. Two poplar-trees stood by the side of the road, about three feet apart, both clear of branches except for a few feet at the top, and I decided that my haven of refuge lay there.

Our readers will doubtless regret our inability to give more than one side of the affair, and at the risk of appearing prejudiced we proceed with the story. Says "Uncle Ben":

Up the one tree I shinned then, and was no more than half-way to the top, when, lo and behold, what does this professional panther do—he was surely not an amateur

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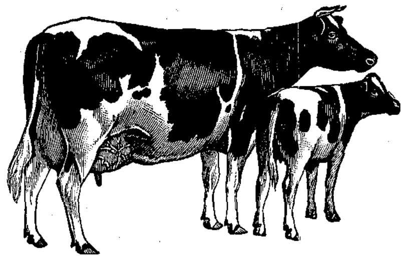

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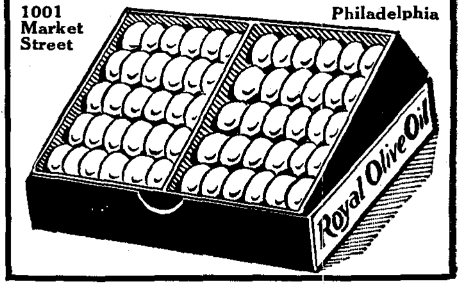

—than to start making his way in deliberate fashion up the other.

Fortunately I had chosen the taller of the trees, and so the panther could not spring on my head and shoulders, altho he made several efforts to do so. His fierce snapping at my legs gave me an idea which, as it proved, saved my life, and when he had descended after his first futile attempts to reach me, I put my plan in execution. I had on a pair of high-legged boots, very common in those days, and with my belt I tied my long knife firmly to my left foot. Presently, with agile movements, the panther again ascended, and this time when he reached out from the other tree I caught him full in the neck with a well-directed kick, which inflicted a nasty knife-wound and nearly jarred me from my perch.

The stab gave the panther the surprize of his life, and as he retreated I thought he would make off at once; but little did I know that I had a veritable four-footed fiend to deal with. With blood-matted mane he climbed the tree again, and this time it was the brute that drew blood. So quick were his movements that he had inserted his teeth in my ankle before I could drive the knife home, and his fangs brought away not only a piece of my boot and sock, but tore the flesh as well. My foot bled freely, and the trunks of both trees were soon running with blood.

After each attempt to reach me the lynx would descend the tree, nurse his wounds for a moment, and then come back at me. He looked a terrifying sight enough, with his skull almost bared of skin from the slashes of my knife, his fetid breath coming in short gasps, and his baleful eyes fixt on my face.

For half an hour the struggle went on. I was getting weak from loss of blood, and from thigh to ankle was a mass of bites and scratches, while my boots were torn to shreds, the left one being only held in place by the strap that bound my precious knife to the lacerated foot.

Intermittently, when the demon gray shape slid to the ground to rest, I shouted wildly for help. My brothers said afterward that they came as soon as they heard the first call, and it must have been that something of the agony and despair which I suffered when the fight was at its hottest got into my very voice and carried to them a mile and a half away. Before they arrived, however, I had given the panther what I have always believed was his death-blow. I caught him in the neck again, the knife going so deep that I could hardly withdraw it, and, judging from the amount of blood left on his trail when your father and Uncle Joe came up, his jugular vein must have been severed. The vicious brute seemed to realize that help was coming from the camp, for when your father, who was ahead, hove in sight with an ax, the creature slipt down the tree and dashed away. Just then I fainted, and, losing my grip, slid limply to the ground, my fall being broken by a stunted spruce.

I was so far gone and looking in such bad shape that the others gave up any thought of chasing the panther, and turned their attention to me. They carried me to the camp, where I lay delirious for days, and I did no more work that winter. Before the others could leave me there was a heavy thaw, and they were never able to track the "Indian devil," but I am pretty certain that his bones are resting within a mile of the place which came so near being the

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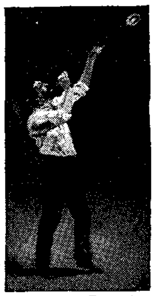

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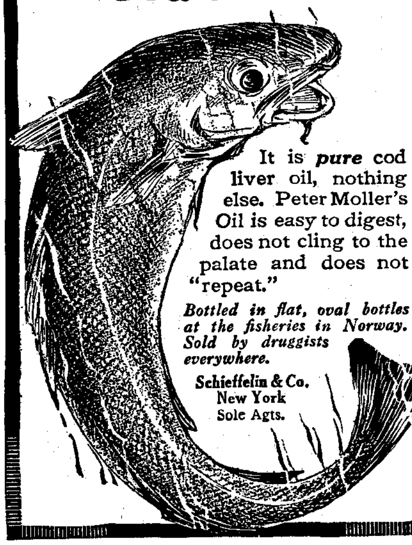

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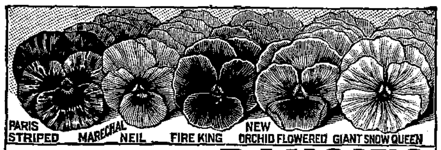

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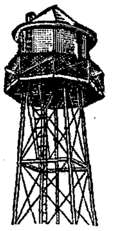

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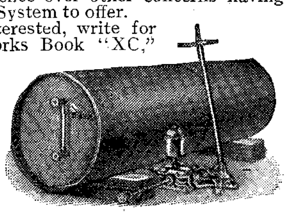

The Baltimore Company
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Baltimore, Md.

scene of my own death. Even now whenever I see a tall poplar-tree with branches only at the top, I always shudder and look the other way.

THE AIRY STUNTS OF RODGERS

LESS than a year ago, on June 6, 1911, Calbraith Perry Rodgers mounted an aeroplane for the first time in his life. In an hour he was flying securely by himself; in two months he had actually won a prize of $11,000; and on November 5—less than five months after his first attempt—Rodgers had made the trip from New York to Pasadena, "discovering that which Hudson had failed to find, a passageway to the Pacific." In making this flight the American aviator was forced to cross three ranges of mountains, two deserts, and the great continental plain, his machine was wrecked and rebuilt four times, and of dangerous tumbles there were at least twice that number. No wonder then that he was "greeted by an enthusiastic crowd of admirers." And of that crowd, writes French Strother, in *The World's Work,* "I was one."

On the afternoon of his expected arrival ten thousand of us waited for him in the warm afternoon sun at Tournament Park, in Pasadena, where the glorious Tournament of Roses celebrates the New Year's day. A few miles to the east the almost sheer, cliff-like walls of Mt. Lowe and Mt. Wilson towered upward 6,000 feet overhead. As a group of men laid out a white sheet in the center of the field to mark his landing-place, the local manager of the telephone company was talking from the special aviation telephone at the edge of the field, asking the scientists in the observatory on the summit of Mt. Wilson to keep watch through telescopes and to flash us word when the aviator should be sighted in the air on the last lap of his epoch-making journey. The band played stirring music for us as we fidgeted about and watched the blue haze southward down the Pass. Then a bar of white light shot across the field from the crest of Mt. Wilson, and we knew that he was on his way. The band broke into quickstep, and the ten thousand rose to their feet. A small boy on the roof of the judges' stand beside the race-course saw him first.

"There he comes!" he screamed, and began madly ringing the starting-bell.

A yell broke from the crowd; sure enough, there he came, a great way off, growing larger and larger, seeming about to pass by the city altogether, when suddenly he turned with the wind behind him and came rushing toward us like the gigantic roc of the Arabian Nights, while a roar rose from the crowd that was really terrifying in its mixture of triumph and savage joy in the sight of danger. For, just as he swept over us, he tilted forward suddenly and seemed to lose control. Two men who had been with him all the way from New York turned their heads away—they thought he was gone. Down toward us, 1,500 feet he swooped, till he seemed about to drive into the ground, when he shifted his planes and swept grandly in spirals down to earth, alighting

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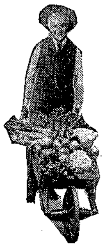

Our 1912 catalogue, Everything for the Garden, a book of 204 pages, over 800 illustrations, color plates, etc., will be mailed on receipt of 10 cents. In addition we will send our Garden Guide and Record and our collection of 6 Henderson's Specialties, in a coupon envelope which will be accepted as 25 cents on any order of one dollar or over.

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within twenty-five feet of the marked landing-place.

But perhaps the most remarkable sample of his presence of mind and skill occurred, we are told, far out in the wilds of Arizona.

He had flown over Imperial Junction, in the solitary waste of the Colorado desert, and was speeding along above the Salton Sea at an elevation of 4,000 feet, when suddenly, without a moment's warning, the No. 1 cylinder of his motor blew out, completely wrecking his engine and filling his right arm with flying splinters of steel. An instant's hesitation would have meant sudden death; a false move with his injured arm, which controlled the warping lever, would have tilted him over sideways and sent him hurtling down 4,000 feet to destruction. The aeroplane made two terrifying lunges downward before Rodgers could control it; and then he began a long, easy, graceful spiral glide, descending in loop after loop of diminishing radius, six miles in all, judging his distance so nicely that he landed only a short space from the station at Imperial Junction. I saw the remains of this engine at Pasadena, and a man could literally put his head into the hole that had been blown out of it.

Another narrow escape, we learn, took place way back in the first week of his flight, while "jockeying" from Elmira to Canisteo, N. Y. The magneto plugs, it seems, were wrenched from his machine, and for twelve miles Rodgers had to hold them in with one hand, at the same time managing the plane with the other. Then, while at 2,600-feet elevation, he shut off his engine and volplaned two miles to a landing. A month later:

Rodgers broke the world's record for cross-country flight when he passed Dwight, Ill., on his way to Springfield. The previous record was 1,272 miles, held by Atwood. Two days later he was in Kansas City—half-way across the continent by air. In celebration he broke his usual habit of extreme caution by making an exhibition landing of fancy turns, spirals, and glides at Overland Park. He made one quick turn in which he "banked" his machine (corresponding to the side-pitch of a sailboat when tacking) at an angle of fifty-five degrees. One of his mechanicians, describing the incident to me, remarked:

"A man has about three times to do that stunt, and then they lay him away in a box. Rodgers is usually the most careful fellow in the world, but he's done that twice now, and he'd better stop it."

THE "CUB" DAYS OF MARK TWAIN

MARK TWAIN never was regarded as especially funny in his home town. It was not till he went West and became associated with a now forgotten paper in a forgotten mining center that any real humorous "strike" was made. And it didn't look at first as if this would pan out for much. The paper was known as the Orion *Enterprise*, and Samuel Clemens was in receipt of the progressive salary of $25 per. He earned this, or at least a

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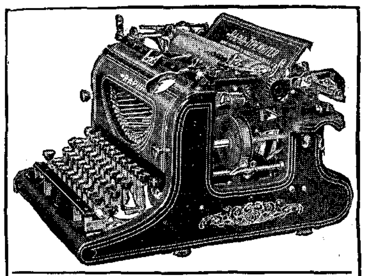

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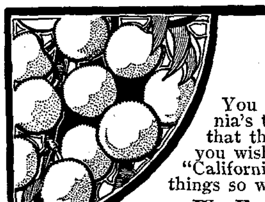

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good part of it, says Albert Bigelow Paine in *Harper's*, through a series of "unholy hoaxes" which he conceived and edited with rare skill. The first, and one of the best of these, was that of "The Petrified Man."

"The Petrified Man" hoax was directed at an official named Sewall, a coroner and justice of the peace at Humboldt, who had been pompously indifferent in the matter of supplying news. The story, told with great circumstance and apparent care as to detail, related the finding of a petrified prehistoric man partially embedded in a rock, in a cave in the desert, more than one hundred miles from Humboldt; also how Sewall had made the perilous five-day journey in the alkali waste to hold an inquest over a man that had been dead three hundred years, and how, "with that delicacy so characteristic of him," Sewall had forbidden the miners from blasting him from his position. The account further stated that the hands of the deceased were arranged in a peculiar fashion, and the description of the arrangement was so skilfully woven in with other matters that at first, or even second reading one might not see that the position indicated was the ancient one which begins with the thumb at the nose and in many ages has been used impolitely to express ridicule and the word "sold." But the description was a shade *too* ingenious. The author expected that the exchanges would see the joke, and perhaps assist in the fun he would have with Sewall. He did not contemplate a joke on the papers themselves. As a matter of fact, no one saw the sell, and most of the papers printed his story of the petrified man as a genuine discovery. This was a surprise and a momentary disappointment; then he realized that he had builded better than he knew. He gathered up a bundle of the exchanges and sent them to Sewall; also he sent marked copies to scientific men in various parts of the United States. The papers had taken it seriously; perhaps the scientists would be as easily misled. Many of them were, and Sewall's days became unhappy because of letters received asking further information. As literature the effect did not rank high, and as a trick on an obscure official it was hardly worth while; but as a joke on the coast exchanges and press generally it was greatly regarded, and its author, tho as yet unnamed, acquired prestige.

Clemens did not come by his pseudonym of Mark Twain in any supremely romantic fashion, but for all that it meant a good deal to him at the time and doubtless there are many who have not heard the true story. It all happened when Samuel had graduated from reporting and was free-lancing it in profitable and pleasurable vein. He had a reputation, a mind full of ready jest, and a wrong way of looking at things which could not help but win out in the long run. But for all that, we read:

He was not altogether satisfied. His letters, copied and quoted all along the coast, were unsigned. They were easily identified with one another, but not with a personality. He realized that to build a reputation it was necessary to fasten it to an individuality—a name.

He gave the matter a good deal of thought. He did not consider the use of his own name; the *nom de plume* was the fashion of the time. He wanted something brief, crisp, definite, unforgettable. He tried over a good many combinations in his mind, but none seemed convincing. Just then—this was early in 1863—news came to him that an old pilot he had wounded by his satire, Isaiah Sellers, was dead. At once the pen-name of Captain Sellers recurred to him. That was it—that was the sort of name he wanted. It was not trivial, it had all the qualities; Sellers would never need it again. Clemens decided he would give it a new meaning and new association in this far-away land. He went up to Virginia City.

"Joe," he said to Goodman (his old editor-in-chief), "I want to sign my articles. I want to be identified to a wider audience."

"All right, Sam. What name do you want to use—Josh?"

"No. I want to sign them 'Mark Twain.' It is an old river term, a leadsman's call, signifying two fathoms—twelve feet. It has a richness about it; it was always a pleasant sound for a pilot to hear on a dark night; it meant safe water."

It was first signed to a Carson letter bearing date of February 2, 1863, and from that time was attached to all Samuel Clemens' work. The work was neither better nor worse than before, but it had suddenly acquired identification and special interest. Members of the Legislature and friends in "Virginia" and Carson immediately began to address him as "Mark." The papers of the coast took it up and within a period to be measured by weeks he was no longer "Sam" or "Clemens" or "that bright chap on *The Enterprise*," but "Mark"—"Mark Twain." No *nom de plume* was ever so quickly and generally accepted as that.

TROJANS OF THE CIVIL WAR

FIFTY years afterward it has occurred to the nation that the services of women in the War were worthy of some real recognition, and a movement to raise $500,000 for a national monument in Washington has been started by the Military Order of the Loyal Legion. And this is about time! exclaims the New York *Tribune*, which reminds us of the thousands of lives they saved, the heroic sacrifices they made, and the hunger and hardships they endured. They gave their lives to cheering the sick and down-hearted, and were always gloriously at the front. But of army nurses, says *The Tribune*—

Most picturesque, perhaps, of all was "Mother Bickerdyke." She made the private soldiers her care, saying they were dear to somebody, and she would be a mother to them. "That homely figure, clad in calico, wrapt in a shawl, and surmounted with a 'Shaker' bonnet, is more to this army than the Madonna to a Catholic," one of the officers said. She was a genius in executive ability and indomitable in will. She would berate unfaithful

STOP!

Don't Kill the Laying Hen! Kill the "Drones"

The Hen that Lays is the Hen that Pays

Don't kill her. She's the one that makes your profits. She lays you 150 eggs or more a year. Kill the sluggard that lays only 50 eggs a year. The one that doesn't earn her feed. Kill her. Learn to pick the layers from the "drones."

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Teaches you how to double your poultry profits no matter if you have 20 or 2000 chickens—whether you have a 10 foot square yard in town or acres of chicken yards on the farm. You need this book just the same. It represents 20 years of close study and experiments. You can not learn the secrets of the great Potter System unless you read this book. So written and illustrated that anyone can understand it. So valuable to poultry keepers that eleven editions have been required to meet the demand to date. Read this partial table of contents:

How to Pick out the Non-Laying Hen.
How to Pick out the Hen that is Laying.
How to Know Hens that are Most Prolific Layers.
To Know How and When to Cull the Non and Poor Layers.
To Know the Ones to Sell and the Ones to Keep.
How Eggs Can Be Produced in Winter.
How to Separate the Poor Layers from the Best Without Handling.
Ten Ways to Detect Hen Not Laying.
Three Ways to Prove Their Laying Condition.

This is not half of the contents, but gives you an idea how valuable this book would be to you. Contains a large supplement giving Valuable Scientific Facts Regarding Moulting. Never before has such a valuable book been written on this important subject.

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The publishers of American Poultry Journal have carefully investigated the merits of the "Potter System" and absolutely guarantee that it will teach you how to tell your laying hens so that you can kill the drones and save your feed bill. We give your money's worth or money back.

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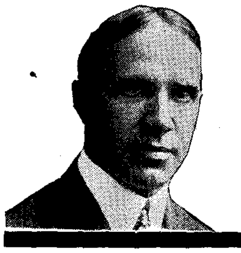

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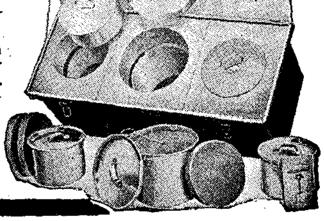

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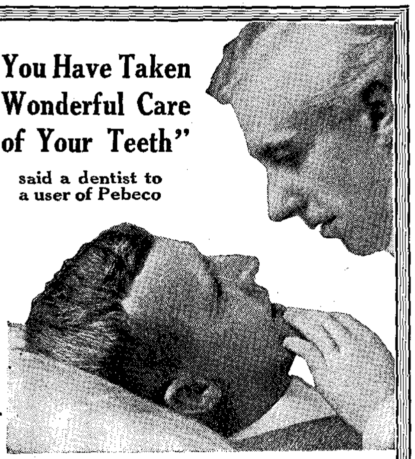

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stewards with a terrible vehemence. One morning the surgeon was drunk and the men in the hospital had had no breakfast.

"Here these men, any one of them worth a thousand of you, are suffered to starve and die," she shouted at him, "all because you want to be off upon a drunk. Pull off your shoulder-straps, for you shall not stay in the army a week longer."

The man was discharged, and he appealed to General Sherman.

"Oh," said the General, "it's Mother Bickerdyke? Then I can do nothing for you. She outranks me."

She was as tender toward the soldiers as she was fierce toward those who hindered her in her work for them. "After the battle of Donelson, when the relief parties had discontinued their work for the night, the general observed a faint light flitting about on the abandoned battlefield. It was Mother Bickerdyke with a lantern, still groping among the dead." Mrs. Livermore relates the story. "Stooping down and turning their cold faces toward her, she scrutinized them searchingly, uneasy lest some might be left to die uncared for. She could not rest while she thought any were overlooked who were yet living."

The winter of 1863, one of terrible suffering, shows Mother Bickerdyke in another guise. One night a freezing rain and piercing mountain gale overturned the hospital tents and beat upon the bloodless, feeble patients. Only huge fires, set close together, could save the men from freezing to death, but at midnight the fuel gave out. The officers were helpless in the terrible emergency. But Mother Bickerdyke, without asking for orders which no officer would have dared to give, told the shivering men to tear down the breastworks, made of logs. Immense caldrons of hot drinks were made for men and mules. The fires were kept up. From tent to tent she ran all the night in the icy gale, hot bricks in one hand and hot drinks in the other, cheering, warming, and encouraging the poor sick fellows.

Then when morning came and the officer saw the demolished breastworks he ordered Mother Bickerdyke arrested for the unauthorized proceeding.

"Madam, consider yourself under arrest."

"All right, major! I'm arrested! Only don't meddle with me till the weather moderates; for my men will freeze to death if you do."

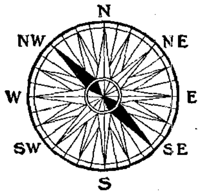
But when her boys in after days crowded around her with tears of gratitude, she begged them "for Heaven's sake to stop their nonsense and shut up!"

Such was "Mother Bickerdyke." Far different was Margaret E. Breckinridge, slender, beautiful, high-born granddaughter of John Breckinridge, an Attorney-General of the United States. "Ain't she an angel?" the soldiers would whisper, as they heard her sweet voice leading some dying comrade in a hymn. She overtaxed her strength, but never listened to the protests of her friends.

"You will die," they said.

"Well, what if I do?" was her steady answer. "Shall men come here by tens of thousands, and fight and suffer and die, and shall not some women be willing to die to sustain and succor them?"

She was taken at her word, and died, grieving only that she was taken away from the suffering soldiers, who needed her.



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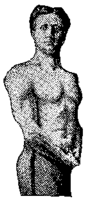

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THE SPICE OF LIFE

A Prophetic Profit.—Pharaoh had just dreamed of the seven full and the seven blasted ears of corn.

"You are going to invent a new kind of breakfast food," interpreted Joseph.—*Judge.*

Taking Chances.—An aviator descended in a field and said to a rather well-drest individual: "Here, mind my machine a minute, will you?"

"What?" the well-drest individual snarled. "Me mind your machine? Why, I'm a United States Senator!"

"Well, what of it?" said the aviator. "I'll trust you."—*Argonaut.*

On the Jump.—One of Lord Charles Beresford's tenants who conducted a small undertaker's establishment in Waterford was one day asked how the business was getting along.

"Grand, me lord!" he exclaimed. "I now have the luckiest little hearse you ever saw. Glory be to goodness, it was never a day idle since I got it."—*Tit-Bits.*

Truth Will Out.—As an illustration of great devotion to truth, would-be M.P. told his auditors that he "underwent a severe thrashing when a boy for telling the truth." Imagine the sickly feeling which came over him when a gruff voice called out from the center of the audience: "I guess it's cured yer, guv'nor!"—*Christian Life.*

A Diplomat.—"Did you hear Congressman Wombat's speech?"

"I did that."

"What did he say about those charges of grafting which have been brought against him?"

"He didn't touch on that subject. But he said the Constitution must and shall be preserved."—*Louisville Courier-Journal.*

Man's Sphere.—"Where," asked the female-suffrage orator, "would man be to-day were it not for woman?"

She paused a moment and looked round the hall.

"I repeat," she said, "where would man be to-day if not for woman?"

"He'd be in the Garden of Eden eating strawberries," answered a voice from the gallery.—*Tit-Bits.*

Different To-day.—"You don't meet any more bunco steerers or gold-brick men."

"No," replied Farmer Corntossel; "when a man is after your money now, he doesn't take the trouble to be sociable an' show you a good time. He jes' addresses a few circulars an' expects you to send him the money by mail."—*Washington Star.*

The Feminine View.—She had just finished reading Edward Everett Hale's "The Man Without a Country," and as she laid it down she sighed and said:

"I can not imagine anything worse than a man without a country."

"Oh, I can," said her friend.

"Why, what?"

"A country without a man."—*Ladies' Home Journal.*

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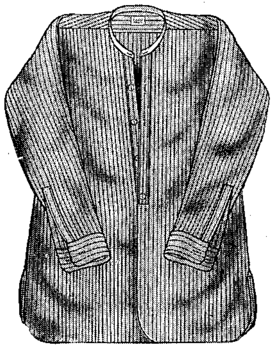

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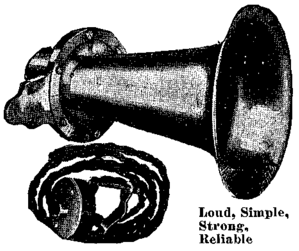

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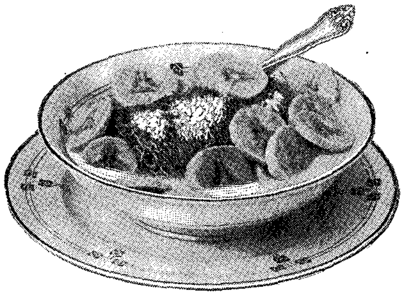

is as old as the human race. While you are struggling, however, be sure you are struggling for REAL bread—the kind that contains all the body-building material in the whole wheat grain. In

Shredded Wheat Biscuit

you have all the muscle-building, brain-making elements in the whole wheat prepared in a digestible form—no yeast, no baking powder, no grease, no chemicals of any kind—just pure whole wheat steam-cooked, shredded and baked in the cleanest, finest food factory in the world. Nothing so delicious and satisfying for breakfast as Shredded Wheat Biscuit served with sliced bananas and cream.

Triscuit is the Shredded Wheat Wafer, the maximum nutriment in smallest bulk. Eaten as a toast with butter, soft cheese or marmalades.

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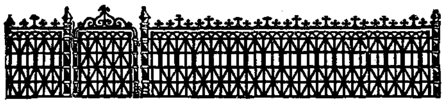

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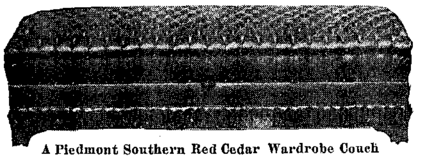

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Up and Coming.—FATHER—"You only come to see me when you need money."

SON—"Shall I come oftener?"—*Satire.*

Discord.—THE MUSICIAN—"Hang it, Blink, don't you realize that one of your shoes squeaks in B flat and the other in G major?"—*Life.*

Gilt-Edge.—"Is his credit good?"

"Good? I should say it is. Why, his grocer trusted him for a pound of butter yesterday."—*Detroit Free Press.*

In Missouri.—A Belleville merchant has this sign on his store-door:

"Come in without knocking. Go out the same way."—*Kansas City Journal.*

An Idealist.—"Do you love me, darling?" she coaxed.

"Sweetheart, I love every hair on your bureau!" he fervently answered.—*Gargoyle.*

An Acute Attack.—"Weren't you shy when the judge asked you your age in court?"

"Yes, I was about ten years shy, my dear."—*Life.*

The Last Lap.—KNICKER—"How long does the cook promise to stay?"

MRS. KNICKER—"She says she will finish breaking this set of china."—*New York Sun.*

The Logic of It.—"De man dat looks out exclusive foh 'number one,'" said Uncle Eben, "mustn't be surprized if he finds hisself cuttin' a purty small figger."—*Washington Star.*

Awful Warning.—YOUNG MAN—"May I have your daughter, sir?"

OLD GENTLEMAN—"Yes, if you can support her. Remember that my auto goes with her."—*Puck.*

It's Hard to Tell.—DOLLY—"She married a very old man, didn't she? I understood he had one foot in the grave."

POLLY—"That's what she thought, too; but he still continues to buy his shoes by the pair."—*Puck.*

Sure Proof.—"Pardon me, professor, but last night your daughter accepted my proposal of marriage. I have called this morning to ask you if there is any insanity in your family?"

"There must be."—*Judge.*

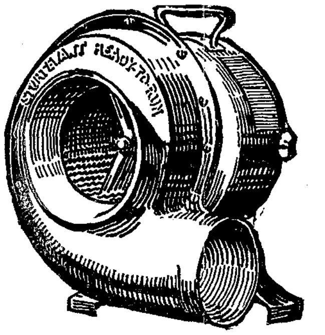
His Friend.—CLERK—"Can you let me off to-morrow afternoon? My wife wants me to go shopping with her."

EMPLOYER—"Certainly not. We are much too busy."

CLERK—"Thank you very much, sir. You are very kind!"—*London Opinion.*

A Scientific Mind.—Little Alfred had grown so weary of being asked by admiring strangers, "Whose little boy are you?" that one day he surprized every one by turning the tables. Directing his innocent gaze upon a very young man who was calling upon his sister, the child demanded sweetly:

"Whose papa are you?"—*Chicago Record-Herald.*



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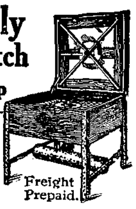

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THE X RAY

X-RAY INCUBATOR CO., Wayne, Neb.

Propriety.—"What are the proper calling cards?"

"Threes or upward are considered very good."—*Louisville Courier-Journal.*

Professional Precedence.—Martin W. Littleton, at a dinner in New York, was talking about a political orator who exaggerated somewhat.

"The fellow," said Mr. Littleton, "was addressing a meeting one night in my former home in Dallas. He complained bitterly in his address of a certain alleged abuse of power.

"'Are we to take this lying down?' he roared.

"Then a little man in a back seat said shrilly:

"'No, old chap, the reporters 'll do that.'"—*Marshalltown Times-Republican.*

Pragmatism.—This was the note which was handed to one of the grade teachers the other day:

"Dear Mum—Please ixcuse Johnny today. He will not be at school. He is acting as timekeeper for his father. Last night you gave him this iximple, if a field is 4 miles square how long will it take a man walking 3 miles an hour to walk 2½ times around it? Johnny ain't no man, so we had to send his daddy. They left early this morning, and my husband said they ought to be back late to-night, tho it would be hard going. Dear Mum, please make the nixt problem about ladies, as my husband can't afford to lose the day's work. I don't have no time to loaf, but I cay spare a day off occasionally better than my husband can. Resp'y yrs. Mrs. Jones."
—*Miami News.*

CURRENT EVENTS

Foreign

January 24.—The Argentine Government announces that unless Paraguay immediately satisfies her demands for compensation diplomatic relations will be broken off.

Maurice Tabuteau, in a monoplane at Pau, France, breaks five aviation records.

January 26.—The Italian torpedo-boats seize another French mail-steamer, the *Tavignano*, off the coast of Tripoli.

January 27.—The twenty-nine Turks arrested by Italy aboard the *Manouba* are surrended to the French consul at Cagliari. The *Tavignano* is released at Tripoli.

January 28.—A mob breaks into the penitentiary at Quito and lynches five revolutionist generals, including Eloy Alfaro, the former President of Ecuador.

The Turks attack Ghigarish, near Tripoli, and later Ainzara, but are repulsed in each instance.

W. Morgan Shuster arrives in London.

January 29.—Martial law is declared in Lisbon, where some twenty thousand strikers are held at bay by eight thousand troops.

January 30.—The abdication of the Manchu dynasty is unofficially reported.

Domestic

January 28.—The Secretary of War recommends the closing of many army-posts and the centralization of troops at eight strategic points.

January 29.—President Taft, in the first of his Ohio speeches, calls for a united Republican party.

Two indictments, each containing counts of bribery and attempted corruption, are returned by the Los Angeles County grand jury against C. S. Darrow.

The Steel Revision Bill is passed in the House, 210 to 109.

January 30.—Secretary Meyer denounces the action of the Democratic House caucus against the construction of more battle-ships.

The Wilson-Harvey correspondence is made public.

January 31.—The President closes his Ohio campaign with a speech at Akron.

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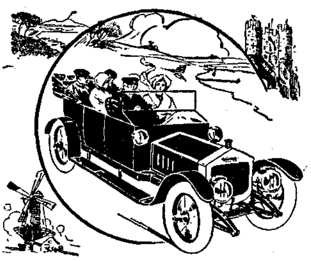

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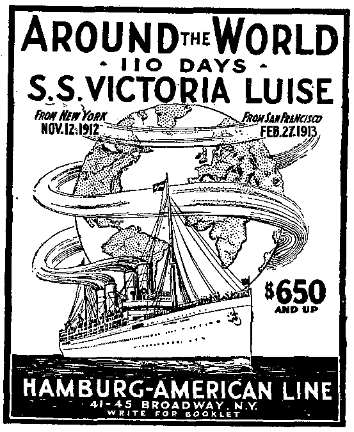

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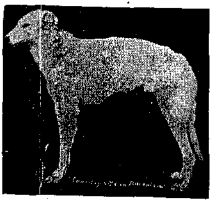

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THE LEXICOGRAPHER'S EASY CHAIR

In this column, to decide questions concerning the correct use of words, the Funk & Wagnalls Standard Dictionary is consulted as arbiter.

"G. C.," St. Louis, Mo.—"(1) Is this sentence correct, 'No one but *he* and his agents has as yet taken any steps whatever to secure part of it'? (2) Is the use of the preposition 'onto' permissible?"

(1) Whether "but" is a preposition in sentences like the one cited above, and therefore governing the objective case, is a disputed point among grammarians, with the modern tendency in favor of the interpretation that it is. Among those who condemn this view are Goold Brown, Murray, S. Oliver, and Sanborn. The first-named authority says: "*But* was originally *bot*, contracted from *be out;* and if this notion of its etymology is just, it must be followed by the nominative case, rather than by the objective; for the imperative *be* or *be out* governs no case, admits no additional term but a nominative—an obvious and important fact, quite overlooked by those who call *but* a preposition." Among those authorities favoring the parsing of "but" as a preposition, equivalent to "except," are the STANDARD DICTIONARY, Bullions, Maxwell, Quackenbos, Wells, and perhaps a majority of modern grammarians. According to these last-named authorities "he" in the sentence quoted by our correspondent should, of course, be "him."

(2) The use of "on to" (sometimes written "onto") is avoided by purists as colloquial or vulgar. The STANDARD DICTIONARY, p. 2371, says that it is "objected to by some critics as redundant or needless, but doubtless becoming more frequent, . . . the newspapers often printing it as a solid word. . . . It never should be employed where *on* is sufficient; but simple *on* after verbs of motion may be wholly ambiguous, so that *on to,* meaning 'to or toward and *on*,' may become necessary to clear up the ambiguity. 'The boy fell *on* the roof' may mean that he fell while *on* the roof, or that he fell, as from the chimney-top or some overlooking window, *to* the roof so as to be *on* it; but if we say 'The boy fell *on to* the roof,' there is no doubt that the latter is the meaning. The canons for deciding the eligibility of new words appear therefore to claim for *on to* the right to struggle for continued existence and general acceptance."

"J. A. M.," Laredo, Tex.—"Are grammarians generally agreed as to what part of speech 'injuring' is in such sentences as 'We must avoid *injuring* the feelings of others'?"

Grammarians quite generally agree that words like "injuring" in such a connection are to be parsed as present participles. (See Fernald's "Grammar of the English Language," p. 171: "A *participle* is a form of the verb combining the properties of a verb and an adjective or of a verb and a noun. . . . The form in *-ing* . . . may be used as the nominative or objective of a verb. Thus: 'I regret *breaking* that window.'")

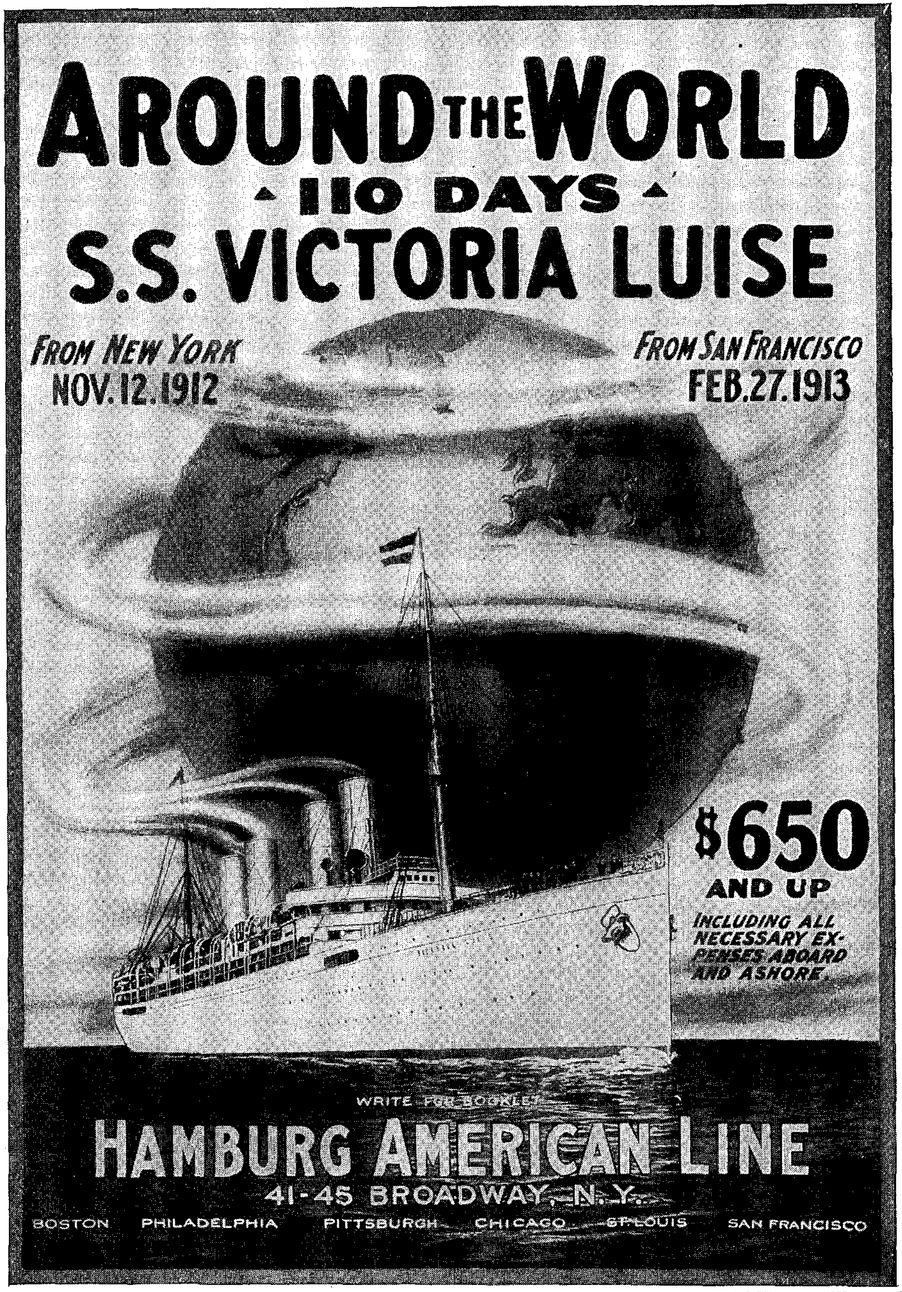
"E. C. W.," Fort Worth, Tex.—"Please explain the use of the singular verb 'lies' in Shakespeare's 'Cymbeline':

'His steeds to water at those springs
On chalic'd flowers that lies.'"

"Lies," instead of "lie," was here used by Shakespeare to make a perfect rime with "arise" in a preceding line. This is allowable in poetry, being an instance of poetical license. Shakespeare frequently ignored the rules of grammar.

"D. H.," Brockport, N. Y.—The rule for the *formation* of plurals of such words as "toothbrush" ("tooth-brushes") is as follows (Fernald, "Grammar of the English Language," pp. 35, 36): "Most compound nouns are exprest in the plural by making plural only that part of the word which is described by the rest. . . . The pluralized part of a compound word is made plural in the same way as if it stood alone; *bookcase, bookcases; horseman, horsemen.*"

The Wicked World.—"I ain't losing my faith in human nature," said Uncle Eben, "but I kain't he'p noticin' dat dere's allus a heap mo' ahticles advertised 'Lost' dan dar is 'Found.'"—*Washington Star.*



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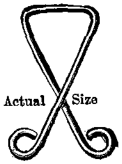

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"	2—..........	402 "	21.5%	"	2—..........	762 "	12.5%
"	3—..........	381 "	29.4%	"	3—..........	760 "	12.7%
"	4—..........	371 "	31.8%	"	4—..........	733 "	17.0%
"	5—..........	383 "	27.5%	"	5—..........	822 "	4.3%
"	6—..........	365 "	34.0%	"	6—..........	794 "	8.0%
32x3½	1—No-Rim-Cut	**637** in.		36x4½	1—No-Rim-Cut	**1190** in.	
"	2—..........	603 "	5.5%	"	2—..........	966 "	23.0%
"	3—..........	577 "	10.4%	"	3—..........	1064 "	11.8%
"	4—..........	536 "	18.6%	"	4—..........	1025 "	16.0%
"	5—..........	577 "	10.4%	"	5—..........	1055 "	12.6%
"	6—..........	546 "	16.5%	"	6—..........	1080 "	10.3%

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Oversize is not measured by calipers. It is measured by air capacity. Air carries the load.

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Oversize means over-tired. It means extra carrying capacity without overloading.

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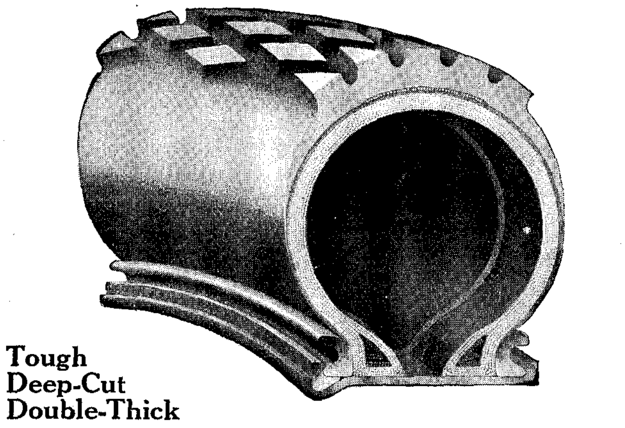

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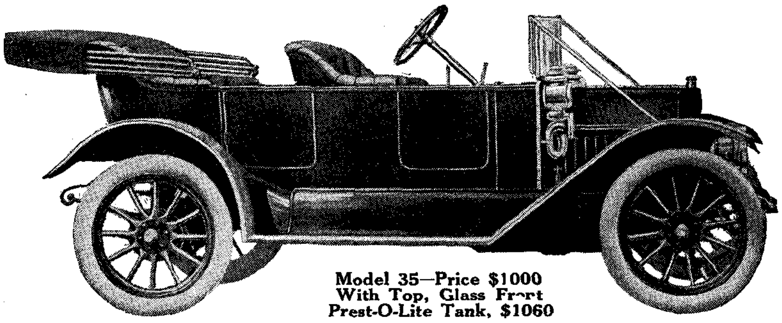

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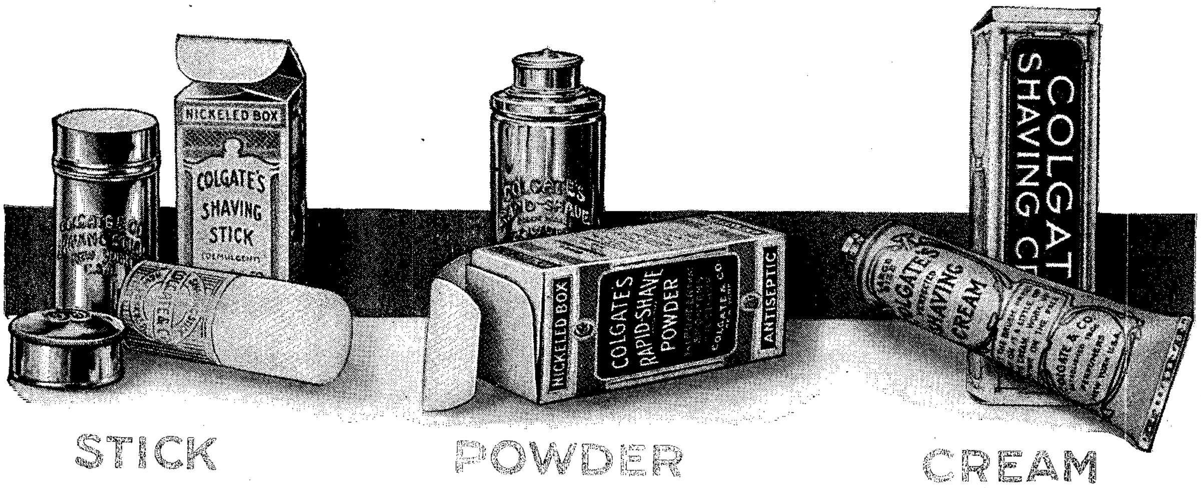

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